

**BEFORE**

**THE PUBLIC SERVICE COMMISSION OF**

## SOUTH CAROLINA

**DOCKET NOS. 2017-207-E, 2017-305-E, AND 2017-370-E**

**IN RE:** Friends of the Earth and Sierra Club, ) **SOUTH CAROLINA OFFICE**  
Complainant/Petitioner v. South Carolina ) **OF REGULATORY STAFF'S**  
Electric & Gas Company, ) **CONTINUING AUDIT**  
Defendant/Respondent ) **INFORMATION REQUEST**  
 ) **FOR RECORDS AND**  
 ) **INFORMATION**

**IN RE:** Request of the South Carolina Office of Regulatory Staff for Rate Relief to SCE&G Rates Pursuant to S.C. Code Ann. § 58-27-920 ) **SOUTH CAROLINA OFFICE**  
) **OF REGULATORY STAFF'S**  
) **CONTINUING AUDIT**  
) **INFORMATION REQUEST**  
) **FOR RECORDS AND**  
) **INFORMATION**

**IN RE:** Joint Application and Petition of South Carolina Electric & Gas Company and Dominion Energy, Incorporated for Review and Approval of a Proposed Business Combination between SCANA Corporation and Dominion Energy, Incorporated, as May Be Required, and for a Prudency Determination Regarding the Abandonment of the V.C. Summer Units 2 & 3 Project and Associated Customer Benefits and Cost Recovery Plans )  
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**SOUTH CAROLINA OFFICE  
OF REGULATORY STAFF'S  
CONTINUING AUDIT  
INFORMATION REQUEST  
FOR RECORDS AND  
INFORMATION**

TO: ATTORNEYS FOR SOUTH CAROLINA ELECTRIC & GAS COMPANY:  
K. CHAD BURGESS, ESQ., MATTHEW W. GISSENDANNER, ESQ., MITCHELL  
WILLOUGHBY, ESQ., AND BELTON T. ZEIGLER, ESQ., REPRESENTATIVES

**ATTORNEYS FOR DOMINION ENERGY, INC.:**

**LISA S. BOOTH, ESQ., ROBERT A. MUCKENFUSS, ESQ., JOSEPH K. REID, III, ESQ., ELAINE S. RYAN, ESQ., J. DAVID BLACK, ESQ., AND ELLEN T. RUFF, ESQ.**

## I. INSTRUCTIONS

The South Carolina Office of Regulatory Staff ("ORS") hereby requests, pursuant to S.C. Code Ann. §§ 58-4-50(A)(2), 58-4-55(A), 58-27-160, 58-27-1570, 58-27-1580, and 58-33-277 that South Carolina Electric & Gas Company ("SCE&G") and Dominion Energy, Inc. ("Dominion") (collectively the "Parties" or "Company") provide responses in writing and under oath and serve the undersigned on or before **February 13, 2019** to ORS at 1401 Main Street, Suite 900, Columbia, South Carolina, 29201. If you are unable to respond to any of the requests, or part or parts thereof, please specify the reason for your inability to respond and state what other knowledge or information you have concerning the unanswered portion.

As used in these audit requests, "identify" means, when asked to identify a person, to provide the full name, business title, address and telephone number. As used in these audit requests, "address" means mailing address and business address. When asked to identify or provide a document, "identify" and "provide" mean to provide a full and detailed description of the document and the name and address of the person who has custody of the document. In lieu of providing a full and detailed description of a document, a copy of the document may be attached with the identity of the person who has custody of it. When the word "document" is used herein, it means any written, printed, typed, graphic, photographic, or electronic matter of any kind or nature and includes, but is not limited to, statements, contracts, agreements, reports, opinions, graphs, books, records, letters, correspondence, notes, notebooks, minutes, diaries, memoranda, transcripts, photographs, pictures, photomicrographs, prints, negatives, motion pictures, sketches, drawings, publications, and tape recordings.

Wherever in this audit request a masculine pronoun or possessive adjective appears, it refers to both males and females in accordance with traditional English usage.

**IT IS THEREFORE REQUIRED:**

- Pursuant to S.C. Code Ann. § 58-4-55(A) that responses be submitted under oath.
- Please clearly mark "Confidential" on any documents or information which you would like ORS to treat as proprietary or confidential. Additionally, inform ORS if you waive confidential treatment of the information and materials being provided ORS.
- All information shall be provided to ORS in the format requested.
- All responses to the requests below must be labeled using the same numbers as the requests.
- Unless otherwise agreed, the requested information shall be bound in 3-ring binders with numbered tabs between each question. The question should be reproduced at the beginning of each tab for the responses included. All exhibits shall be reduced or expanded to 8 ½" x 11" formats, where practical. Company shall provide two (2) copies of its responses.
- If information requested is found in other places or other exhibits, reference shall not be made to those; instead, reproduce and place a copy of the requested information in the appropriate numerical sequence.
- Any inquiries or communications requesting clarification of the information requested should be directed to Dawn Hipp [803.737.0814], Jeffrey M. Nelson, Esquire [803.737.0823], Andrew Bateman, Esquire [803.737.8440].
- This entire list of questions shall be reproduced and included in front of each set of responses.
- Unless otherwise set forth below, the Parties shall provide two (2) sets of CDs with each containing a set of the responses in a searchable format, and four (4) paper copies/binders of responses to ORS. In addition, the Parties shall load the e-room with the responses the same day the responses are due to ORS. Working copies of all spreadsheets (not in Adobe) with all formulas and calculations intact are to be provided to ORS.
- If the response to any request is that the information requested is not currently available, please state when the information requested will be provided to ORS. This statement is not a waiver of the deadline for all other responses.
- In addition to the signature and verification at the close of the Parties' responses, the Parties' witness(es), employee(s), contractor(s) or agent(s) responsible for the information contained in each response shall be indicated at the bottom of each response.
- This request shall be deemed to be continuing so as to require SCE&G and/or Dominion to supplement or amend its responses as any additional information becomes available.

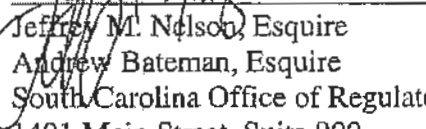
- ORS will object at or prior to a hearing to any attempt by the Joint Applicants to introduce evidence at any hearing which is sought by ORS's Audit Information Requests for Records and Information as to which no disclosure has been made.

## **I. REQUESTS**

1. Provide an update on all activities listed in the Customer Education Program filed at the Commission on January 2, 2019. The update shall be provided for all activities prior to February 1, 2019. This update shall include, but is not limited to, the following items:
  - a. Status of all activities listed in Section III, First 100 Days Post-Merger Completion, including a timeline of all activities planned, but not yet completed.
  - b. Copies and web links to all materials identified as outreach which may include, but are not limited to, bill inserts, video messaging, mailers and e-mails.
  - c. Dates of all outreach including, but not limited to, bill inserts, video messaging, mailers and e-mails.
  - d. Date, location and number of participants attending the "listing tour," community events, state and local leadership outreach, and local non-profits.
  - e. Listing of all media outlets used to market and advertise the Customer Education Program.
  - f. Date, location and participants in outreach related to economic development.
  - g. Copies of all documents provided to participants during outreach events listed in Question 1.d and Question 1.f that are related to the Customer Education Program.
2. Please provide a copy of internal training bulletins, fact sheets, FAQs, procedures and guidelines used by Customer Service representatives to address the Customer Education Program.
3. Please provide the number of customer contacts received by the Company related to the following topics merger, merger benefits, and \$1,000 cash refund/rebate. Provide the total number of customer contacts by month and topic.
4. Provide the total amount of cost incurred by the Company from December 1, 2018 through February 1, 2019 to design and implement the Customer Education Program.
5. Please provide the total amount of cost incurred by the Company from December 1, 2018 through February 1, 2019 for lobbying activities related to the merger and Customer Education Program.
6. Please identify and provide an explanation for any modifications the Company has or will make to the Customer Education Program. Please provide the specific change and reason for the modifications.



7. Please provide and explain the performance metrics the Company is using to assess the efficacy of its Customer Education Plan.
8. Please provide and explain the performance metrics the Company is using to assess the public perception of the Company's Customer Education Plan.
9. Please provide and explain the goals of the marketing approach used by Dominion in the pre-merger \$1,000 cash refund/rebate advertisement campaign. Specifically, identify the goals, risks and mitigation efforts related to the marketing approach.
10. Please provide a detailed explanation of the marketing initiative the Company identified was required in the event the Customer Benefit Plan, as proposed in by the Joint Applicants, was not approved by the Commission.
11. Please provide a detailed explanation as to why the Company did not include reference to the \$1,000 cash refund/rebate in its TV marketing campaign post-merger.
12. Please identify if the Company is required to adhere to the Federal Trade Commission Truth-in-Advertising or other state jurisdictional advertising rules and how the pre-merger marketing campaign of the \$1,000 cash refund/rebate satisfied those standards.
13. Please identify if the Company is subject to specific marketing rules or regulations in other state jurisdictions. Please provide the rule, regulation and/or Commission order.
14. Please explain the Company's perspective/position on what level of social responsibility the Company, as a regulated public utility, may have in its marketing initiatives.



Jeffrey M. Nelson, Esquire  
 Andrew Bateman, Esquire  
 South Carolina Office of Regulatory Staff  
 1401 Main Street, Suite 900  
 Columbia, South Carolina 29201  
 Telephone: (803) 737-0823  
                   (803) 737-8440  
 Fax: (803) 737-0895  
 Email: [jnelson@ors.sc.gov](mailto:jnelson@ors.sc.gov)  
           [abateman@ors.sc.gov](mailto:abateman@ors.sc.gov)

February 7, 2019

**SOUTH CAROLINA ELECTRIC & GAS COMPANY AND  
DOMINION ENERGY, INC.  
OFFICE OF REGULATORY STAFF'S  
CONTINUING AUDIT INFORMATION REQUEST  
FOR RECORDS AND INFORMATION  
DOCKET NOS. 2017-207-E, 2017-305-E and 2017-370-E**

**REQUEST 1:**

Provide an update on all activities listed in the Customer Education Plan filed at the Commission on January 2, 2019. The update shall be provided for all activities prior to February 1, 2019. This update shall include, but is not limited to, the following items:

- a. Status of all activities listed in Section III, First 100 Days Post-Merger Completion, including a timeline of all activities planned, but not yet completed.
- b. Copies and web links to all materials identified as outreach which may include, but are not limited to, bill inserts, video messaging, mailers and e-mails.
- c. Dates of all outreach including, but not limited to, bill inserts, video messaging, mailers and e-mails.
- d. Date, location and number of participants attending the 'listing tour,' community events, state and local leadership outreach, and local non-profits.
- e. Listing of all media outlets used to market and advertise the Customer Education Program.
- f. Date, location and participants in outreach related to economic development.
- g. Copies of all documents provided to participants during outreach events listed in Question 1.d and Question 1.f that are related to the Customer Education Program.

**RESPONSE 1:**

- a. See attachment entitled 'Future meetings and events.'
- b. See attachments entitled 'SCEG is becoming Dominion Energy - Day One Email', 'Transitional Branding Bill Messaging', 'Fact Sheet', 'Presentation', Welcome video: <https://youtu.be/bllCEcF2QMw>, and Social media page: facebook/dominionenergysouth  
  
Open letter published in various newspapers and publications. See attachments "Farrell Open letter English," "Farrell Open letter Spanish," and Farrell Open letter print schedule" for a copy of the letter and where and when it was published.
- c. On January 2, 2019, an email was sent to customers. SCE&G is Becoming Dominion Energy included a video message from Tom Farrell. The January and February customer bills contained the attached file entitled 'Transitional Branding Bill Messaging'. Paid social media ads carrying the messages of the Customer Education Plan have run continuously since January 3, 2019.

We have had interviews with reporters at several outlets that included discussion regarding the Customer Benefits Plan since the merger completion. Those outlets have included, but are not limited to, The State (Columbia) (multiple), The Post & Courier (Charleston) (multiple), Columbia Regional Business Report (January 7, 2019), Statehouse Report (Charleston) (first week of January 2019), WCIV-TV (Charleston)

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(via email on February 4, 2019), WCBD-TV (Charleston) (via phone on February 11, 2019), WLTX-TV (Columbia) (via phone on January 2, 2019), WRDW-TV (North Augusta) (via phone on January 3, 2019), SC Radio Network (January 4, 2019), and Keven Cohen on the Point Radio (Columbia) (January 7, 2019 from 5 p.m. to 6 p.m.). As part of our 100-Day Outreach Plan, we have developed a list of media outlets with which representatives from Dominion Energy will discuss customer benefits by phone or in person. These will include, but are not limited to, editorial board visits, newsroom roundtables, one-on-one interviews, on-camera interviews in the areas served by SCE&G.

See also Response to 1(b).

- d. See attachment entitled 'Meetings and events.' Dominion Energy will also host community meet and greets to educate the public on the customer education plan at The Schoolhouse at 720 Magnolia Road in Charleston on Monday, February 25, 2019, from 4:00 p.m. to 7:00 p.m. and at the Brookland Conference Center at 1066 Sunset Boulevard in West Columbia on Monday, March 11, 2019, from 4:00 p.m. to 7:00 p.m. The Community Meet and Greets are being advertised on the Dominion Energy South website and Facebook pages:
  - <https://dominionenergysouth.com/meet-and-greets.htm>.
  - [https://www.facebook.com/pg/DominionEnergySouth/events/?ref=page\\_internal](https://www.facebook.com/pg/DominionEnergySouth/events/?ref=page_internal)
- e. See attachment entitled 'TV-Digital-Print.'
- f. See attachment entitled 'Economic Development'.
- g. See attachments entitled 'Fact Sheet-Dom South' and 'Dominion Merger Presentation'.

**Persons Responsible: Ryan Frazier-Media, Paul Shanks- Digital and metrics, Lora Spiller-Advertising, Kristen Beckham- external affairs and outreach, Joanna Greene and Tracie Keeshan- Customer outreach/billing**



# An Open Letter to the Community

**Thomas F. Farrell, II**  
Chairman, President and Chief Executive Officer



To Our Valued Customers,

It's a new day for energy customers across South Carolina. I want to introduce our company and let you know how proud we are to begin this new era of serving you.

You have been very kind to welcome us into your communities over many months, and I want you to know that we aim to be your partner in the years ahead.

Dominion Energy is made up of 21,000 people serving nearly 7.5 million customers across 18 states. We are proud to begin delivering your energy safely, reliably, efficiently and affordably – and to give back to the communities we serve. Public service is embedded in our DNA. Our employees volunteer more than 125,000 hours a year. We are proud of them. They make our state and America a better place to live and work.

We also take seriously our duty to practice environmental stewardship. We are reducing carbon, reducing methane emissions and investing in renewable energy.

Our employees achieved an amazing accomplishment recently when we were named the best-managed utility in the nation. You deserve nothing less.

The bottom line: Everything we do comes down to our core values – to work with integrity and to be there for our customers, delivering safe, reliable and affordable energy. When we live our values, everything else will take care of itself.

We are excited to be your partner, and we look forward to working with you to build a brighter energy future.

Sincerely,

A handwritten signature in black ink, appearing to read "Tom Farrell", written in a cursive style.

**Thomas F. Farrell, II**  
Chairman, President and Chief Executive Officer



# Una Carta Abierta a la Comunidad

**Thomas F. Farrell, II**  
Chairman, President and Chief Executive Officer



A Nuestros Valiosos Clientes:

Un nuevo día se avecina para los consumidores de energía eléctrica en Carolina de Sur. Quiero presentarles a nuestra compañía y compartirles el orgullo que sentimos al iniciar una nueva era ofreciéndoles nuestros servicios.

Han sido muy amables al recibirnos en sus comunidades en estos últimos meses. Y, quiero que sepan que nuestra meta es ser su aliado en los años venideros.

Dominion Energy está conformado por 21 mil personas que atienden a aproximadamente 7,5 millones de clientes en 18 estados. Nos enorgullece suministrarles energía segura, confiable y asequible a la vez que aportamos y apoyamos a las comunidades que servimos. El servicio a la comunidad forma parte de nuestro ADN empresarial. Nuestros empleados aportan más de 125 mil horas en servicio comunitario al año, lo cual nos llena de orgullo. Ellos hacen que nuestro estado y país sean un mejor lugar para vivir y trabajar.

También tomamos en serio nuestra responsabilidad con el medio ambiente. Estamos implementando reducciones en el carbono y las emisiones de metano, además de invertir en energía renovable.

Nuestros empleados recientemente celebraron un logro impresionante cuando fuimos nombrados la empresa mejor administrada de nuestra industria en el país. Y, ustedes se merecen el mejor servicio.

En resumen, todo lo que hacemos está enfocado en nuestros valores fundamentales: trabajar con integridad y siempre respaldar a nuestros clientes, suministrándoles energía eléctrica segura, confiable y asequible. Cuando vivimos nuestros valores, todo lo demás se resuelve solo.

Nos emociona ser su aliado en la comunidad y esperamos trabajar juntos para forjar un futuro brillante para la energía eléctrica.

Sinceramente,

A handwritten signature in black ink, appearing to read "Tom Farrell", written in a cursive style.

**Thomas F. Farrell, II**  
Chairman, President and Chief Executive Officer

**From:** KEESHAN, TRACIE B (SEG Services - 6)  
**Sent:** Thu, 7 Feb 2019 14:34:49 +0000  
**To:** GREENE, JOANNA G (SEG Services - 6)  
**Subject:** SCE&G is becoming Dominion Energy - Day One Email

**A total of 512,290 emails sent in South Carolina.**

- Kristen Reese provided the content.
- We stage the sends just in case there is an issue with the first wave.

**SCE&G**

**First Wave**

Sent: 9,096  
Bounced: 45  
Opened: 4,734 (52.3%)  
Clicks  
    Video: 74 (0.8%)  
    Merger Page: 337 (3.7%)  
Unsubscribe: 1

**SCE&G**

**Second Wave**

Sent: 503,194  
Bounced: 1,279  
Opened: 265,929 (53%)  
Clicks:  
    Video: 4,013 (0.8%)  
    Merger Page: 18,791 (3.7%)  
Unsubscribe: 163

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**From:** Dana Baleno <[dbaleno@icloud.com](mailto:dbaleno@icloud.com)>  
**Sent:** Wednesday, February 6, 2019 2:25 PM  
**To:** KEESHAN, TRACIE B (SEG Services - 6)  
**Subject:** Fwd: SCE&G is becoming Dominion Energy

\*\*\*This is an EXTERNAL email from Dana Baleno ([dbaleno@icloud.com](mailto:dbaleno@icloud.com)). Please do not click on a link or open any attachments unless you are confident it is from a trusted source.

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Begin forwarded message:

**From:** SCE&G <[reply@email.sceg.com](mailto:reply@email.sceg.com)>  
**Date:** January 2, 2019 at 12:32:04 PM EST

To: [dbaleno@icloud.com](mailto:dbaleno@icloud.com)

Subject: SCE&G is becoming Dominion Energy

Reply-To: SCANA Corporation - SCE&G <[reply-fe691673776505797317-4679644\\_HTML-1336279071-30547-0@email.sceg.com](mailto:reply-fe691673776505797317-4679644_HTML-1336279071-30547-0@email.sceg.com)>

A new day is on the horizon for energy in South Carolina because SCE&G is becoming Dominion Energy.

A new name and a fresh start for energy in South Carolina. Nearly seven and a half million customers and operations in 18 states rely on Dominion Energy to deliver clean natural gas and affordable electricity to their homes and businesses. And now we're proud to bring that same dependability to your community.



Message from Tom Farrell  
CEO, Dominion Energy

What does this mean for you?

You will see the Dominion Energy logo more and more as we transition over the next several months. Our goal is to continue serving you with the same safe and reliable service while we work to roll out the Dominion Energy brand in South Carolina.

Please visit [DominionEnergy.com/BecomingDominionEnergy](https://DominionEnergy.com/BecomingDominionEnergy) to learn more about the combination of SCE&G and Dominion Energy.

We look forward to serving you.

**SCE&G**

100 SCANA Parkway, Cayce, SC 29033

[Privacy Policy](#) | [Unsubscribe](#)

Copyright © 2019 SCANA Corporation




January 2019 Bill

PSNC Energy is becoming



Dominion Energy®

To learn more go to [dominionenergy.com/BecomingDominionEnergy](http://dominionenergy.com/BecomingDominionEnergy)

  
A SCANA COMPANY

CUSTOMER SERVICE  
1-800-251-7234  
STATEMENT DATE  
Aug 16 2016

ACCOUNT NUMBER  
1-2100-8130-7258  
DATE DUE  
Sep 7 2016

Page 2 of 3  
AMOUNT DUE  
\$263.00

[www.sceg.com](http://www.sceg.com)

**Payment Options**

**By Mail:** Pay by check or money order in the enclosed envelope.

**Online:** Visit [sceg.com](http://sceg.com) to pay directly from your bank account or credit card.

**By Phone:** Call 1-800-450-9160, toll-free, 24 hours a day to pay using your credit card, debit card or directly from your bank account. There is a fee of \$3.50 per transaction that BillMatrix receives for providing this service. Additional limitations may apply.

**Business Office:**  
LEXINGTON OFFICE, 425 INDUSTRIAL DR,  
LEXINGTON SC 29072

**Authorized Payment Agencies:**  
Visit an authorized payment location near you to pay in person. There is no fee associated with service at an authorized payment location.

THE MAILROOM, 1505 CHARLESTON HWY,  
WEST COLUMBIA SC 29150

GILBERT IGA #38, 4700 AUGUSTA HWY,  
GILBERT SC 29054

ALL SC AND NC WALMARTS

**Unauthorized Payment Agencies:**  
Additional payment centers may exist in your area that are not SCE&G authorized payment locations. While these unauthorized locations may accept your SCE&G payment, they will charge a fee for doing so, and your payment will be delayed in reaching SCE&G.

**Gas Charges**

RATE PLAN		METER READING						
32V - Res Value Service		Gas Meter read on 08/12/16 at 12:14 pm (Next scheduled read date 9/14/16)						
METER NO.	BILLING PERIOD	DAYS	CURRENT	PREVIOUS	CONSTANT	USAGE (CCF)	BTU FACTOR	THERMS
	07/13/16 - 08/12/16	30	4027	4020	1	7	1.0300	7
Basic Facilities Charge								10.90
Base - 7 Therms X \$ 0.065220								6.76
<b>Total Gas Charges</b>								<b>\$17.66</b>

**Electronic check conversion.** When you provide a check as payment, you authorize us either to use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction.

**Third Party Notification Program** is a safety net that allows others to be aware of a situation that may affect your energy service, especially during extreme weather conditions. This program gives you the option of naming another person (such as a friend, relative, neighbor, clergy or social agency) to receive a copy of any disconnection notice sent to you. *The third party is not responsible for paying the bill.* Call 1-800-251-7234 to enroll.



SCANA Energy is becoming Dominion Energy. SCANA Corporation, the parent company of SCANA Energy, and Dominion Energy have merged. SCANA is excited to join Dominion Energy, a strong, well-regarded company in the utility industry with operations in 18 states. To learn more, visit [scanaenergy.com/merger](http://scanaenergy.com/merger).

February 2019 Bill

SCANA Energy is becoming

 **Dominion Energy**

SCANA Energy is becoming  
Dominion Energy

SCANA Corporation, the parent company of SCANA Energy, and Dominion Energy have merged. SCANA is excited to join Dominion Energy, a strong, well-regarded company in the utility industry with operations in 18 states.

**What will change**

- SCANA Energy logo will be replaced with Dominion Energy logo

**What won't change**

- Terms of service, such as price per therm, recurring payments, Budget Billing and Auto Renewal, if applicable
- Access to your online account

To learn more, visit [scanaenergy.com/merger](http://scanaenergy.com/merger).

Continue to contact us at 1-877-467-2262, on Twitter at @scanaenergy, or through our website at [scanaenergy.com](http://scanaenergy.com).

ADMET190441 02/19

SCANA Energy is becoming

 **Dominion Energy**

SCANA Corporation, the parent company of SCANA Energy, and Dominion Energy have merged. SCANA is excited to join Dominion Energy, a strong, well-regarded company in the utility industry with operations in 18 states.

To learn more visit [scanaenergy.com/merger](http://scanaenergy.com/merger).

Market	Service Type	Stations
Columbia	Gas/Electric	WIS-NBC, WOLO-ABC, WLTX-CBS, WACH-Fox
Charleston	Gas/Electric	WCBD-NBC, WCIV-ABC, WCSC-CBS, WTAT-Fox
Aiken (Augusta, GA)	Gas/Electric	WAGT-NBC, WJBF-ABC, WRDW-CBS, WFXG-Fox
Hilton Head/Beaufort (Savannah, GA)	Gas/Electric	WSAV-NBC, WJCL-ABC, WTOG-CBS, WTGS-Fox, WHHI-TV

**BROADCAST TOTAL**

Market	Networks
Columbia	CNN, MSNBC, Fox News
Charleston	CNN, MSNBC, Fox News
Aiken (Augusta, GA)	CNN, MSNBC, Fox News
Hilton Head/Beaufort (Savannah, GA)	CNN, MSNBC, Fox News,

**CABLE TOTAL**

Market	Publication	Pub Day	Weekday Circ	Specs
Columbia	Gas/Electric	<i>The State</i>	Daily	42,850 9.96" X 20"
Charleston	Gas/Electric	<i>The Post and Courier</i>	Daily	50,693 10.625" X 21"
Hilton Head/Beaufort	Gas/Electric	<i>Hilton Head Island Packet/Beaufort Gazette</i>	Daily	24,184 9.96" X 20"
Aiken	Gas/Electric	<i>Aiken Standard</i>	Daily	11,070 10.625" X 21"
Columbia	Gas/Electric	<i>Carolina Panorama</i>	Weekly-Thurs	15,000 11.5" X 21"
Columbia	Gas/Electric	<i>SC Black News</i>	Weekly-Thurs	70,000 10.625" X 20.625"
Charleston	Gas/Electric	<i>The Charleston Chronicle</i>	Weekly - Wed	6,000 11.5" X 21"
Statewide	Gas/Electric	<i>Latino</i>	Weekly-Thurs	35,000 10" X 12"
Charleston/Hilton Head	Gas/Electric	<i>El Informador</i>	Every Other Week -	10,000 10" x 13.3"

**PRINT TOTAL**

Market		Publication/Platform	
Aiken	Gas/Electric	Aiken Standard - aikenstandard.com	
Hilton Head/Beaufort	Gas/Electric	islandpacket.com	
Charleston	Gas/Electric	The Post and Courier - postandcourier.com	
Charleston	Gas/Electric	Charleston City Paper - charlestoncitypaper.com	
Columbia	Gas/Electric	The State - thestate.com	
Columbia	Gas/Electric	The Free Times - free-times.com	
Columbia	Gas/Electric	Carolina Panorama	
Charleston	Gas/Electric	The Charleston Chronicle	
Columbia	Gas/Electric	Millennium Magazine	
Columbia	Gas/Electric	The Minority Eye	
Columbia	Gas/Electric	Black Pages	
Entire SC Coverage Area	Gas/Electric	Cross-Platform Display: Contextual (News/Politics/Local/Energy/Envr/Green Life/Business); Site List (News/Politics/Custom); Behavioral (Political Junkies/News and Current Events/Politics/Home Owners); Retargeting (Click)	

Fits News, Facebook

**DIGITAL TOTAL**

**TOTAL**

# A Brighter Energy Future



**Dominion  
Energy®**

# Important Note to Investors

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The statements relate to, among other things, expectations, estimates and projections. We have used the words “anticipate”, “believe”, “could”, “estimate”, “expect”, “intend”, “may”, “plan”, “outlook”, “predict”, “project”, “should”, “strategy”, “target”, “will”, “potential” and similar terms and phrases to identify forward-looking statements in this presentation. Risk factors for Dominion Energy’s businesses are detailed from time to time in Dominion Energy’s quarterly reports on Form 10-Q or most recent annual report on Form 10-K filed with the Securities and Exchange Commission.

The information in this presentation was prepared as of February 4, 2019. Dominion Energy undertakes no obligation to update any forward-looking information statement to reflect developments after the statement is made. Projections or forecasts shown in this document are subject to change at any time.



# Dominion Energy: Our Culture

## FIVE CORE VALUES



### SAFETY

Safety is our highest priority, in the workplace and in the community.



### ETHICS

Integrity, individual responsibility and accountability go hand-in-hand with bottom-line results.



### EXCELLENCE

We set high performance standards and are committed to continuous improvement.



### EMBRACE CHANGE

Embrace changing expectations from customers, investors, employees, and the communities we serve across 18 states.



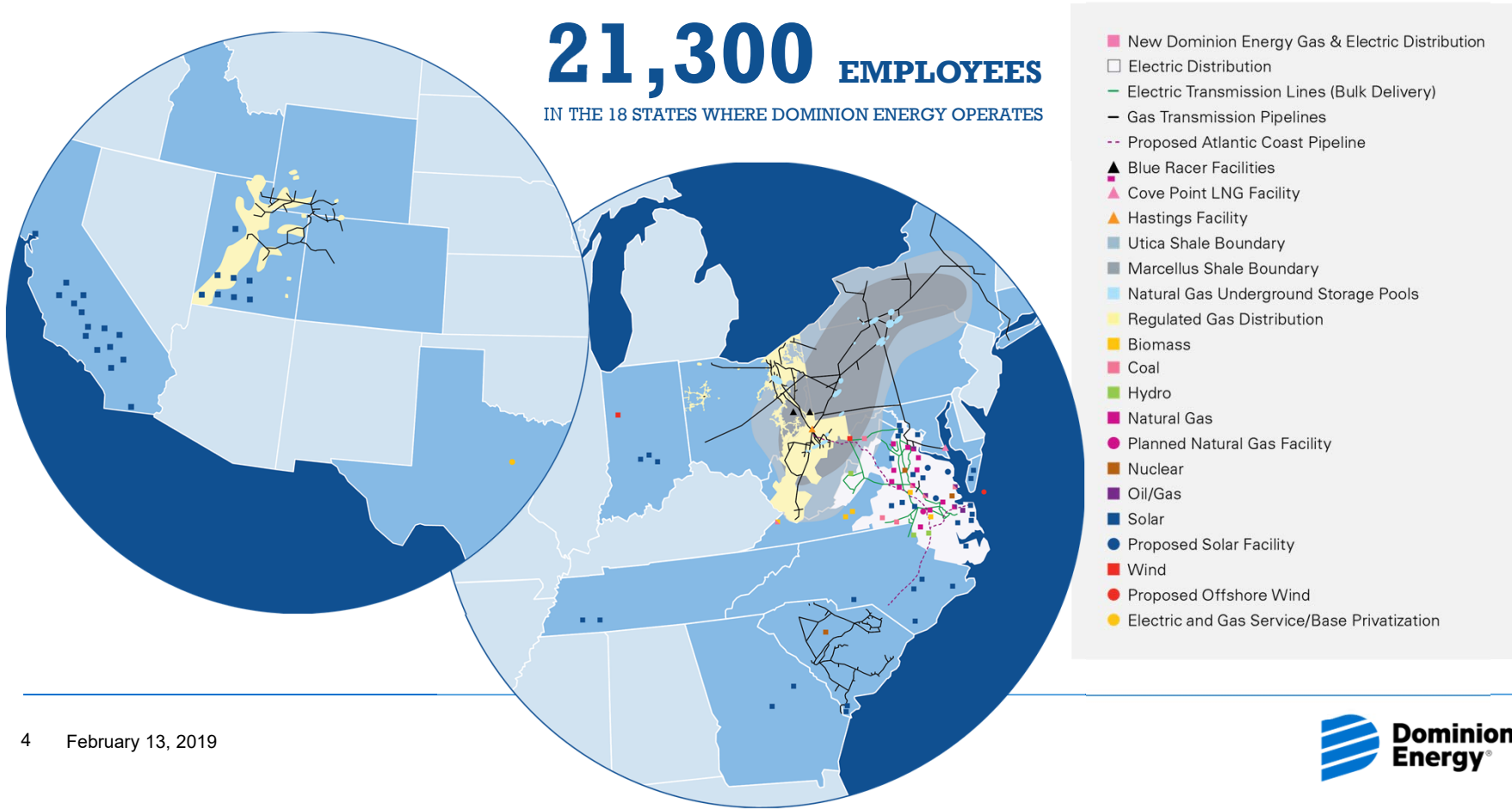
### ONE DOMINION ENERGY

We know that strong, sustainable performance depends on how well we support each other.

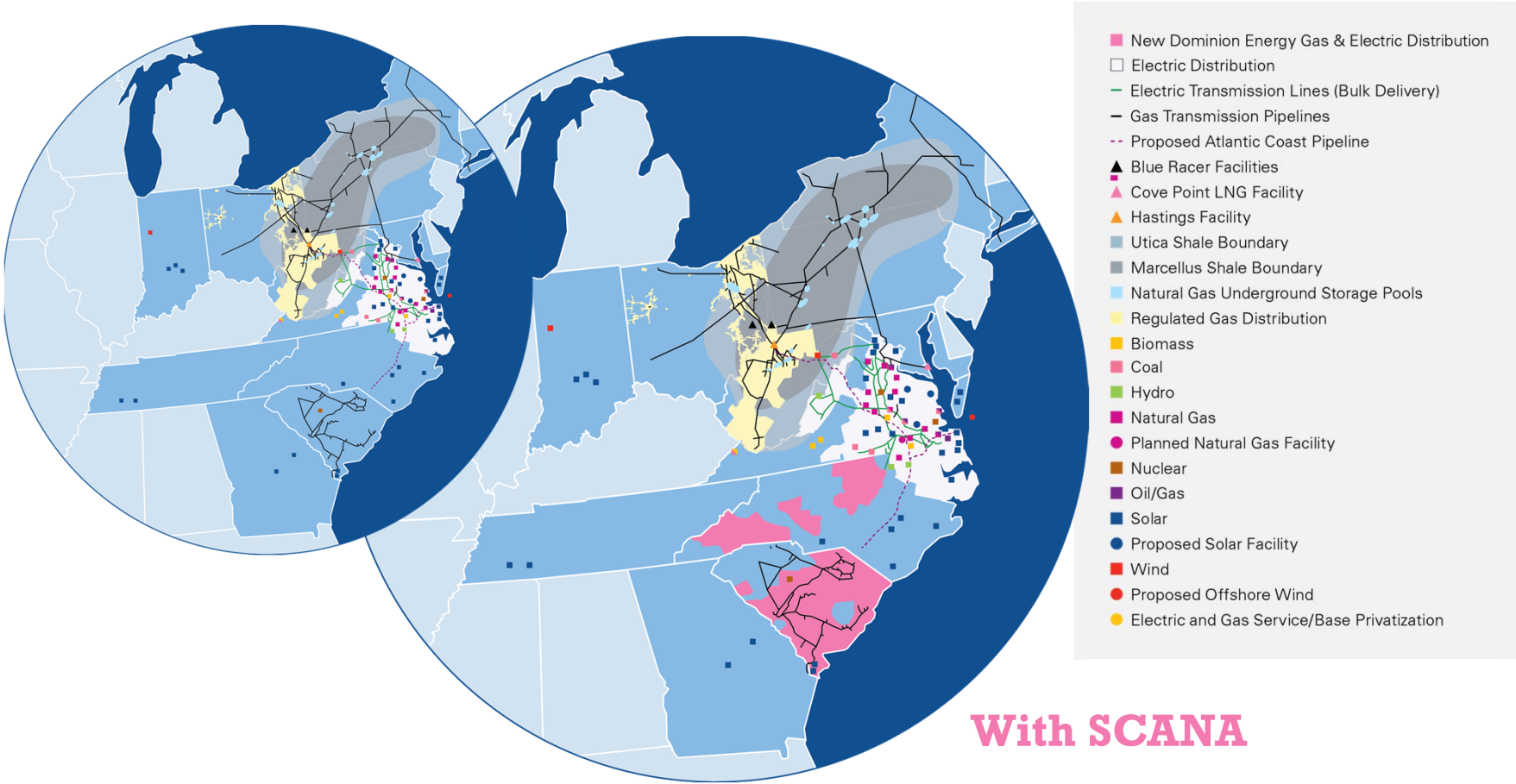
# Our Current Operating and Service Areas

## OUR FOOTPRINT

Dominion Energy began as a canal navigation company in Virginia. We found our niche as an electric power company in 1909, and – through mergers, expansion and growth – now own and operate energy infrastructure in some of the fastest-growing regions in the nation.



# Better Together



*\*Please refer to slide 2 for risks and uncertainties related to forward looking statements.*

# Dominion Energy: A Strong Corporate Citizen in South Carolina Since 2015

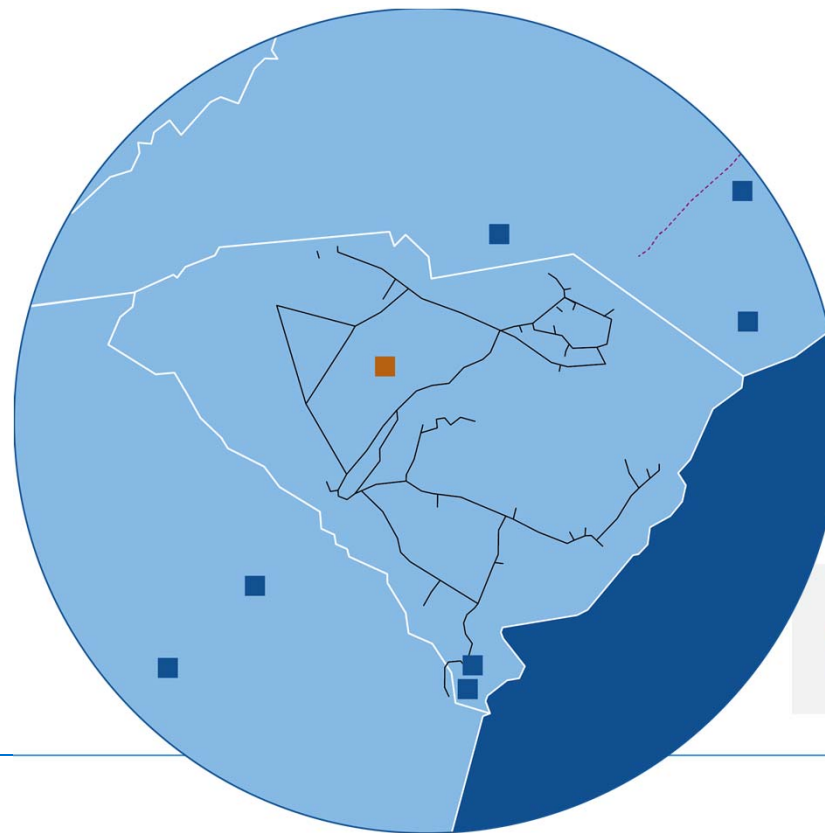
**\$750+ MILLION INVESTED** in South Carolina over the past three years through Dominion Energy Carolina Gas Transmission infrastructure growth and renewable energy projects.

**1,500**

**MILES OF  
PIPELINE**

**WITH FACILITIES IN**

**32  
COUNTIES**



**SOLAR**

**71 MW**

**IN JASPER**

**10 MW**

**IN RIDGELAND**

— Gas Transmission Pipelines  
■ Nuclear  
■ Solar



# Dominion Energy: South Carolina

## CAROLINA GAS TRANSMISSION CUSTOMERS



# Sustainability: Social Commitments

## HIGHLIGHTS



**#1 “Best for Vets” Award**

**#2 “Most Admired Companies”**

**\$28 million** in charitable giving in 2017

**\$12.9 million** in low-income fuel assistance

**125,000+ hours** volunteered by employees

# Commitment to South Carolina

## COMMUNITY RESULTS





# Commitment to Our Communities

## EMPLOYEE VOLUNTEERS

**300 “Volunteers of the Year” since 1980**  
...and counting.



# Economic Development

## A STRONG BUSINESS PARTNER



Regularly honored for economic development among top U.S. utilities.



**Site Selection magazine** named Dominion Energy one of the country's **top 10 utilities** for economic development.



**Business Facilities magazine** named Dominion Energy **“Editor’s Choice Selection”** as a Top Utility for Powering Growth.

# SCANA is Becoming Dominion Energy®

We are pleased to become one of South Carolina's largest energy providers, bringing stability and lower bills, along with enhanced community contributions.

# Dominion Energy's Plan

Overall, the approved plan commits approximately  
**\$4.5 billion** to customer bill relief.



The new plan (Plan B-Levelized) approved by the PSC achieves an approximately 15% reduction in overall customer bills. For the typical residential customer, the monthly bill will drop to approximately \$125 in early 2019, compared to approximately \$147 in early 2018.

Commercial and industrial customers will experience a roughly similar percentage bill reduction. Any individual customer may see a higher or lower percentage or dollar savings depending on the customer's rate schedule and unique usage profile.

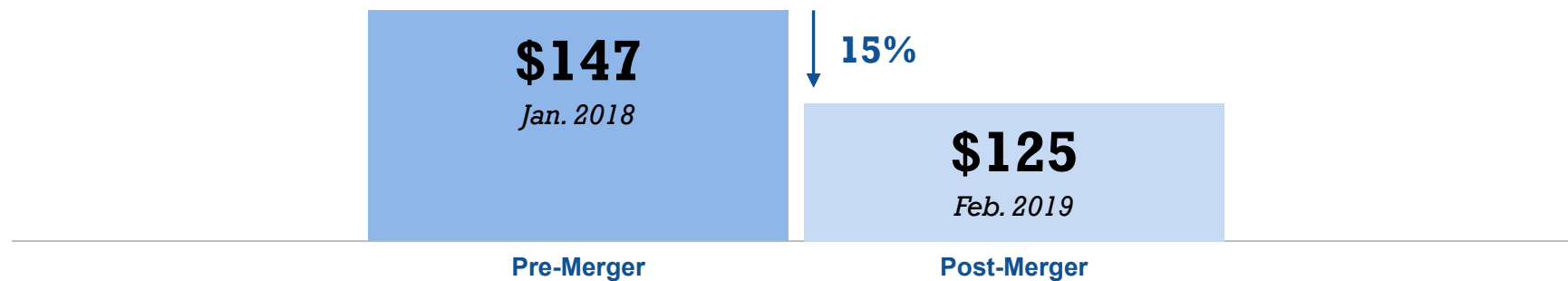
*\*Please refer to slide 2 for risks and uncertainties related to forward looking statements.*

# Dominion Energy: Certainty and a Permanent Solution

## BENEFITS TO SCE&G ELECTRIC CUSTOMERS

- Electric bills reduced by approximately 15 percent in 2019 vs. January 2018.
- Bills are lower than the short-term rates implemented by the SC General Assembly.
- Electric customer rates have gone from among the highest in the region to levels near or below regional averages, and below the national average.

### COMPARISON OF ESTIMATED TYPICAL RESIDENTIAL ELECTRIC BILLS\*



\*Please refer to slide 2 for risks and uncertainties related to forward looking statements.



# **Dominion Energy: Certainty and a Permanent Solution**

## **BENEFITS TO GAS CUSTOMERS**

- Natural gas customers will receive \$2.45 million in total bill credits over three years, to be distributed annually.
- Service from an experienced company with a growing presence in South Carolina since 2015.
- Support for economic development.
- Financial strength to back energy infrastructure growth.
- Focus on protecting the environment and giving back to South Carolina communities.

*\*Please refer to slide 2 for risks and uncertainties related to forward looking statements.*

# **Dominion Energy: Certainty and a Permanent Solution**

## **SCE&G EMPLOYEE BENEFITS**

- SCE&G headquarters remains in Cayce; president an SC resident.
- Employee compensation protection for non-executive SCANA employees until at least July 2020.
- Every effort to achieve any job reductions through voluntary severance programs.
- Employees of SCANA and its subsidiaries given fair consideration for other opportunities within the larger Dominion Energy organization.

*\*Please refer to slide 2 for risks and uncertainties related to forward looking statements.*

# **Dominion Energy: Certainty and a Permanent Solution**

## **BENEFITS TO SOUTH CAROLINA COMMUNITIES**

- A strong energy partner:
  - Reliability enhancements
  - Cleaner energy
  - Grid security and modernization
- Dominion Energy increasing SCANA's philanthropic and community contributions by \$1 million per year for at least five years.
- The company will help drive economic development through lower rates and will aggressively support retaining and recruiting new businesses across the state while maintaining strong service reliability.
- Dominion Energy commits to maintaining customer service at no less than current levels and striving for continued improvements.

*\*Please refer to slide 2 for risks and uncertainties related to forward looking statements.*

# Dominion Energy: Certainty and a Permanent Solution

## WHAT TO EXPECT IN 2019

### BILL RELIEF

SCE&G electric customers will continue to experience savings on their electric bills.

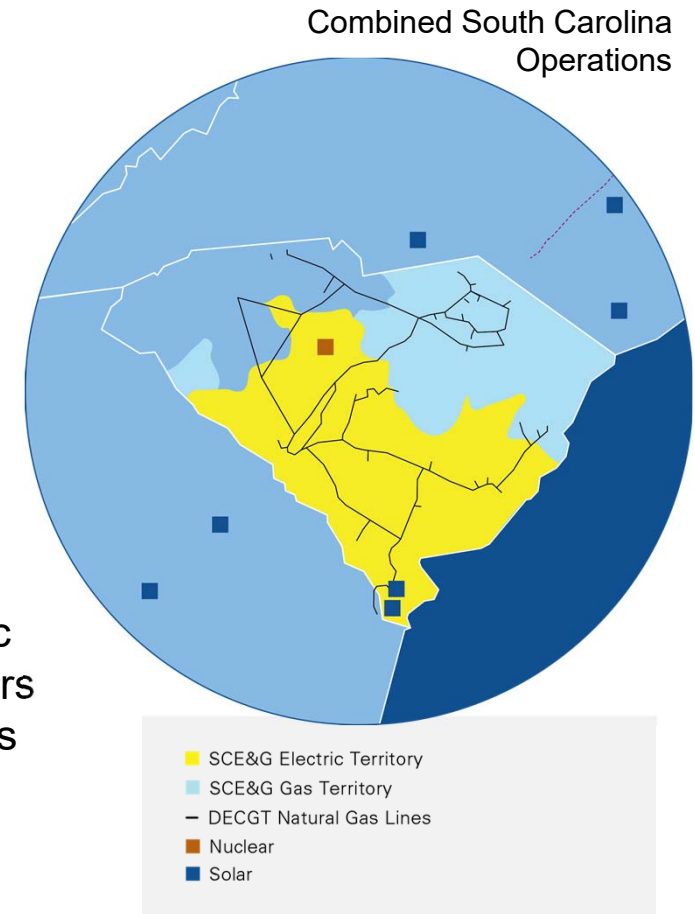
### TAX BENEFITS

The benefit of the federal tax reform will be passed on to electric customers. This will include a one-time credit that electric customers will receive in 2019.

### ONE-TIME SETTLEMENT

Apart from customer benefits plan approved by the Public Service Commission of South Carolina, SCE&G customers should anticipate receiving an additional \$115 million, plus the value of certain real estate assets, as part of the rate payer litigation settlement once approved by the court.

*\*Please refer to slide 2 for risks and uncertainties related to forward looking statements.*

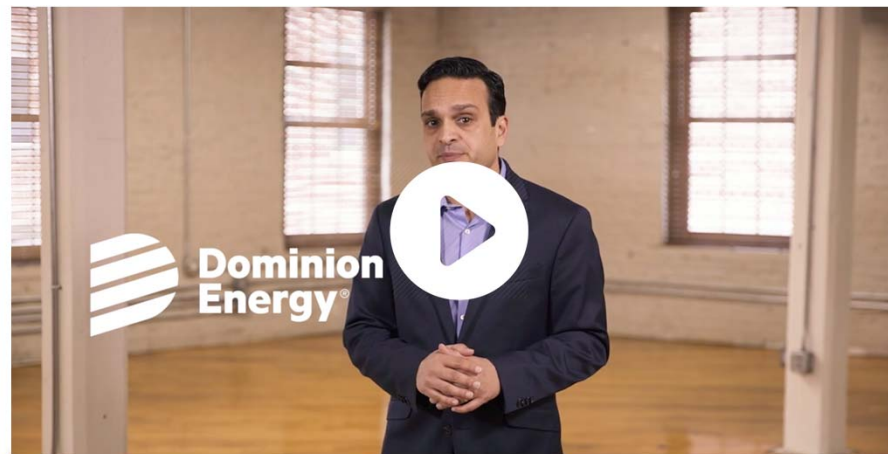


# What About Cash Payments?

Dominion Energy's initial proposal included up-front refunds of approximately \$1,000 for the typical residential customer and a more modest bill reduction of approximately 7 percent.

However, there was significant support for long-term bill relief of 15 percent and the cash payments were eliminated.

Importantly, the new plan provides equal value to customers over time.



<https://app.frame.io/presentations/4d3c0b15-1c50-4877-827f-b300ebe2d1be>

*\*Please refer to slide 2 for risks and uncertainties related to forward looking statements.*

# For More Information

BrighterEnergyFuture.com  
DominionEnergy.com



@DominionEnergySouth



@DominionEnergy

# DOMINION ENERGY AND SCANA MERGER FACT SHEET



Dominion Energy has merged with SCANA. We are pleased to become one of South Carolina's largest energy providers, bringing stability and lower bills, along with enhanced community contributions. Dominion Energy is already a corporate citizen in South Carolina as the owner of Dominion Energy Carolina Gas Transmission (located in 32 counties) and the owner of the largest solar project in the state. Learn more about Dominion Energy and what this deal means for customers at [DominionEnergy.com/BecomingDominionEnergy](http://DominionEnergy.com/BecomingDominionEnergy).

## SCE&G CUSTOMER BENEFITS



Electric bills have been reduced by approximately **15 percent** in 2019 compared to January 2018.



The decrease in electric rates will result in customer bills that are **lower than the short-term rates** implemented by the South Carolina General Assembly.



Electric customer rates have gone from among the highest in the region to levels near or below regional averages, and **below the national average**.



Overall, the approved plan commits approximately **\$4.5 billion** to customer bill relief.



Natural gas customers will receive **\$2.45 million in total bill credits** over three years, to be distributed annually.

## SCE&G EMPLOYEE BENEFITS



SCE&G headquarters will remain in Cayce and the president of SCE&G will be a **South Carolina resident**.



Dominion Energy will offer **employee compensation protection** for non-executive SCANA employees until at least July 1, 2020.



Dominion Energy will make every effort to achieve any job reductions through **voluntary severance programs** and will give employees of SCANA and its subsidiaries fair consideration for **other opportunities within the larger Dominion Energy organization**, both inside and outside South Carolina.

## WHAT TO EXPECT IN 2019

**Bill Relief:** SCE&G electric customers will continue to experience savings on their electric bills.

**Tax Benefits:** The benefit of the federal tax reform will be passed on to electric customers. This will include a one-time credit that electric customers will receive in 2019.

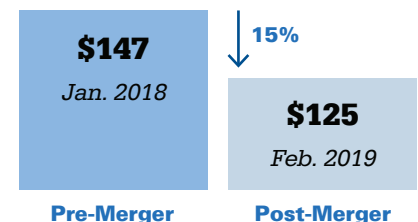
**One-time Settlement:** Apart from customer benefits plan approved by the Public Service Commission of South Carolina, SCE&G customers should anticipate receiving an additional \$115 million, plus the value of certain real estate assets, as part of the rate payer litigation settlement once approved by the court.

## COMMUNITY BENEFITS



Dominion Energy has committed to increasing SCANA's philanthropic and community contributions by **\$1 million per year** for at least five years following the close of the merger.

## COMPARISON OF ESTIMATED TYPICAL RESIDENTIAL ELECTRIC BILLS\*



## WHAT ABOUT CASH PAYMENTS?

Dominion Energy's initial proposal included up-front refunds of approximately \$1,000 for the typical residential customer and a more modest bill reduction of approximately 7 percent. However, there was significant support for long-term bill relief of 15 percent and the cash payments were eliminated. Importantly, the new plan provides equal value to customers over time.

\* Indicates monthly bill amounts

## South Carolina Print Schedule

				January																
				6 7 8 9 10 11 12 13 14 15 16 17 18 19																
Medium	Market		Publication	Pub Day	Su	M	Tu	W	Th	Fr	Sa	Su	M	Tu	W	Th	Fr	Sa	Insertions	
PRINT - Major Dailies	Columbia	Gas/Electric	The State	Daily	1			1						1					3	
	Charleston	Gas/Electric	The Post and Courier	Daily	1			1						1					3	
	Myrtle Beach	Gas Only	The Sun News	Daily	1			1				1							3	
	Hilton Head/Beaufort	Gas/Electric	Hilton Head Island Packet/Beaufort	Daily	1			1						1					3	
	Florence	Gas Only	Florence Morning News	Daily	1			1				1							3	
	Aiken	Gas/Electric	Aiken Standard	Daily	1			1							1				3	
PRINT - African American Weeklies	Columbia	Gas/Electric	Carolina Panorama	Weekly-Thurs					1							1			2	
	Columbia	Gas/Electric	SC Black News	Weekly-Thurs					1							1			2	
	Myrtle Beach/Florence	Gas Only	Community Times/Times Upstate Combo	Weekly-Thurs					1							1			2	
	Charleston	Gas/Electric	The Charleston Chronicle	Weekly - Wed				1							1				2	
PRINT - Spanish Language Publications	Statewide	Gas/Electric	Latino	Weekly-Thurs												1			1	
	Charleston/Hilton Head	Gas/Electric	El Informador	Every Other Week -					1										1	
PRINT TOTAL																			28	



	A	B	C	D
1	Attachment to Response 1			
2				
3	Subject	Start Date	Start Time	Location
4	BLEVINS, BECKHAM + YARBOROUGH: Meeting with SC Secretary of Commerce Bobby Hitt	1/7/2019	3:00:00 PM	SC Department of Commerce, 1201 Main Street, Suite 1600, Columbia, SC 29201
5	DONATO: Meeting with Ernest Andrade, Charleston Digital Corridor	1/7/2019	3:30:00 PM	385 Meeting Street, Suite 100, Charleston, SC 29403
6	DONATO + HIGHTOWER: Meeting with John Truluck, Dorchester County Development Board	1/8/2019	10:00:00 AM	402 N. Main Street, Summerville, SC 29483
7	BECKHAM: SC House Republican Caucus Public Meeting	1/8/2019	11:00:00 AM	Blatt 122
8	DONATO + COGHILL: Meeting with David Ginn, Charleston Regional Development Alliance	1/8/2019	2:30:00 PM	4401 Belle Oaks Drive, Suite 420, North Charleston, SC 29405
9	BLEVINS, BECKHAM + YARBOROUGH: SC BIPEC's 33rd ANNUAL MEETING	1/8/2019	3:00:00 PM	Columbia Metropolitan Convention Center, (1101 Lincoln Street, Columbia, SC 29201
10	DONATO + COGHILL: Prospect Site Visit with Danny Black, Southern Carolina Alliance + Hotel Reservation Confirmation Number (Charlie)	1/8/2019	6:00:00 PM	Hampton Inn & Suites Bluffton-Sun City, 29 William Pope Drive, Bluffton, South Carolina, 29909
11	DONATO + COGHILL: Sherwood Tract in Jasper County with Danny Black	1/9/2019	8:00:00 AM	10461 Speedway Blvd., Hardeeville, SC 29927
12	DONATO + CADENA: Meeting with Bernie Mazyck or SC Association for Community Economic Development	1/9/2019	2:30:00 PM	Blue Flour Bakery, 1210 Main St, Columbia, SC 29201
13	DONATO + HARRELL: Meeting for Charlie with Ryan Coleman, City of Columbia Economic Development	1/10/2019	1:00:00 PM	1201 Main Street, Suite 250, Columbia, SC 29201
14	BLEVINS + BECKHAM: Meeting with Cayce Mayor Elise Partin and City Manager Tracy Hegler	1/10/2019	2:30:00 PM	Cayce City Hall, 1800 12th Street, Cayce, SC 29033
15	DONATO + CADENA: Meeting with President/CEO Rich Fletcher of I-77 Alliance	1/10/2019	3:00:00 PM	Panera, 933 Gervais St, Columbia, SC 29201
16	HART: Waterboro-Colleton County Chamber of Commerce Business After Hours	1/10/2019	5:30:00 PM	Colleton County Law Enforcement Center, 394 Maple T. Willis Blvd., Walterboro, SC
17	DONATO + HARRELL: Meeting with Jeff Ruble, Richland County Economic Development	1/11/2019	9:30:00 AM	1201 Main Street, Suite 910, Columbia, SC 29201
18	BLEVINS, DONATO + CADENA: Meeting with Columbia City Manager Teresa Wilson	1/15/2019	10:00:00 AM	City of Columbia City Manager's Office, 1737 Main Street, Columbia, SC 29201
19	BLEVINS, HARRELL + DONATO: Meeting with President/CEO of CentralSC Alliance Mike Briggs	1/15/2019	11:15:00 AM	Offices of CentralSC Alliance, 1201 Main Street, Suite 100, Columbia, SC 29201
20	BLEVINS, DONATO + CADENA: Meeting with Columbia Mayor Steve Benjamin	1/15/2019	2:00:00 PM	Columbia City Hall, 1737 Main Street, Columbia, SC 29201
21	BLEVINS + BECKHAM: Meeting with SC Chamber of Commerce President/CEO Ted Pitts	1/15/2019	3:00:00 PM	SC Chamber of Commerce, 1301 Gervais St #1100, Columbia, SC 29201
22	BECKHAM + DONATO: SCEDA Legislative Reception	1/15/2019	5:00:00 PM	Capital City Club, 1207 Main Street, 25th Floor, Columbia, SC 29201
23	MIKELL: Kershaw County Economic Development Office	1/15/2019	5:00:00 PM	90 Campus Drive, Camden, SC
24	WEEKLEY + BECKHAM: Remarks at the SCMA Energy Roundtable	1/22/2019	10:00:00 AM	Nexsen Pruet Partner's Room, 7th Floor, 1230 Main Street, Columbia, SC 29201
25	DONATO + COGHILL: Meeting with Mayor Harry Williams and City Manager Michael Czymbor of City of Hardeeville	1/23/2019	1:00:00 PM	Hardeeville City Hall, 205 Main Street, Hardeeville, SC 29927

	A	B	C	D
26	DONATO + COGHILL: Meeting with Bill Miles and Hannah Horne of the Hilton Head Island-Bluffton Chamber of Commerce	1/23/2019	3:00:00 PM	1 Chamber of Commerce Drive, Hilton Head Island, SC 29928
27	BECKHAM: Charleston Chamber of Commerce Annual Business Leaders' Summit *REGISTERED 11/30*	1/24/2019	7:30:00 AM	North Charleston Marriott, 4770 Goer Drive, North Charleston, SC
28	DONATO + HOLLAND: Meeting with Kim Burch of Chesterfield County Economic Development	1/24/2019	10:00:00 AM	105 Green Street, Chesterfield, SC 29709
29	BLEVINS, DONATO + COGHILL: Meeting with North Charleston Mayor Keith Summey	1/28/2019	9:30:00 AM	2500 City Hall Ln, North Charleston, SC 29406
30	BECKHAM: Meeting with Charleston Chamber and Dominion	1/28/2019	11:00:00 AM	4500 Leeds Avenue, Charleston, SC 29405 (Ashley Room)
31	BECKHAM: Meeting with SVP Government Relations Ian Scott and Director of State Lobbying George Ramsey of the Charleston Chamber of Commerce	1/28/2019	11:00:00 AM	Charleston Chamber of Commerce, 4500 Leeds Ave., Ste. 100, North Charleston, SC 29405
32	DONATO + HIGHTOWER: Meeting with Steve Dykes, Charleston County Economic Development Department	1/28/2019	11:00:00 AM	4000 Faber Place Drive, Suite 200, North Charleston, SC 29405
33	BECKHAM: Lunch with Brent Jonas of Charleston Regional Development Alliance	1/28/2019	12:15:00 PM	Jim 'N Nick's Bar-B-Q, 4964 Centre Pointe Dr, North Charleston, SC 29406
34	BLEVINS, DONATO + COGHILL: Meeting with Charleston Mayor John J. Tecklenburg	1/28/2019	1:30:00 PM	Charleston City Hall, 80 Broad Street, Charleston, South Carolina 29401-0304
35	BLEVINS, COGHILL + BECKHAM: Meeting with President/CEO Jim Newsome of South Carolina Ports Authority	1/28/2019	3:00:00 PM	South Carolina Ports Authority, 200 Ports Authority Drive, Mount Pleasant SC 29464
36	DONATO + COGHILL: Meeting with Heyward Horton	1/29/2019	10:00:00 AM	Colleton County Economic Alliance, 403 E. Washington Street, Suite B, Walterboro, South Carolina 29488
37	COGHILL: Met with Jeffrey Molinary, Walterboro Town Administrator	1/29/2019	1:00:00 PM	Walterboro Town Hall
38	DONATO + COGHILL: Jasper County Chamber of Commerce The State of the County Breakfast	1/30/2019	8:30:00 AM	Palmetto Electric Community Room, 1 Cooperative Way, Hardeeville, SC 29927
39	DONATO + COGHILL: Meeting with Kendall Malphrus of Jasper County Chamber of Commerce *IMMEDIATELY AFTER BREAKFAST*	1/30/2019	10:00:00 AM	Palmetto Electric Community Room, 1 Cooperative Way, Hardeeville, SC 29927
40	BECKHAM + DONATO: NESA Legislative Reception	1/30/2019	5:30:00 PM	The Capital City Club, 1201 Main Street, 25th Floor, Columbia, SC 29201
41	DONATO: Meeting with David Jameson of Aiken Chamber of Commerce	1/31/2019	2:00:00 PM	Aiken Chamber of Commerce, 121 Richland Ave. E., Aiken, SC 29801
42	DONATO: Meeting with Terra Carroll of the North Augusta Chamber of Commerce	1/31/2019	3:30:00 PM	North Augusta Chamber of Commerce, 406 West Ave, North Augusta, SC 29841

	A	B	C
1	Attachment to Response 1		
2			
3	Subject	Start Date	Location
4	BLEVINS, YARBOROUGH + JETER: Presentation to the SC House Democratic Caucus 2019 Annual Re	1/4/2019	Francis Marion Hotel, 387 King Street, Charleston, SC 29403
5	BLEVINS, BECKHAM + YARBOROUGH: Meeting with SC Attorney General Alan Wilson	1/7/2019	Rembert Dennis Building, 1000 Assembly Street, Room 519, Columbia, SC 29201
6	BLEVINS, BECKHAM + YARBOROUGH: Meeting with SC Secretary of Commerce Bobby Hitt	1/7/2019	SC Department of Commerce, 1201 Main Street, Suite 1600, Columbia, SC 29201
7	DONATO: Meeting with Ernest Andrade, Charleston Digital Corridor	1/7/2019	385 Meeting Street, Suite 100, Charleston, SC 29403
8	BECKHAM: Live Radio Interview and Listener Questions on Keven Cohen on The Pointe	1/7/2019	2440 Millwood Ave, Columbia, SC 29205
9	BLEVINS, BECKHAM + YARBOROUGH: Meeting with SC Secretary of State Mark Hammond	1/8/2019	Edgar Brown Building, 1205 Pendleton Street, Suite 525, Columbia, SC 29201
10	DONATO + HIGHTOWER: Meeting with John Truluck, Dorchester County Development Board	1/8/2019	402 N. Main Street, Summerville, SC 29483
11	BECKHAM: SC House Republican Caucus Public Meeting	1/8/2019	Blatt 122
12	DONATO + COGHILL: Meeting with David Ginn, Charleston Regional Development Alliance	1/8/2019	4401 Belle Oaks Drive, Suite 420, North Charleston, SC 29405
13	BLEVINS, BECKHAM + YARBOROUGH: SC BIPEC's 33rd ANNUAL MEETING	1/8/2019	Columbia Metropolitan Convention Center, 1101 Lincoln Street, Columbia, SC 29201
14	DONATO + COGHILL: Prospect Site Visit with Danny Black, Southern Carolina Alliance + Hotel		
14	Reservation Confirmation Number (Charlie)	1/8/2019	Hampton Inn & Suites Bluffton-Sun City, 29 William Pope Drive, Bluffton, South Carolina, 29909
15	DONATO + COGHILL: Sherwood Tract In Jasper County with Danny Black	1/9/2019	10461 Speedway Blvd., Hardeeville, SC 29927 (JUST OFF EXIT 5 ON I-95 AND US HIGHWAY 17)
16	BECKHAM: Public Swearing-in Ceremony on the South Steps for SC Governor	1/9/2019	S.C. State House
17	WEEKLEY: Constitutional Officers Luncheon	1/9/2019	The Governor's Mansion, 800 Richland Street, Columbia, SC 29201
18	DONATO + CADENA: Meeting with Bernie Mazzyck or SC Association for Community Economic Development	1/9/2019	Blue Flour Bakery, 1210 Main St, Columbia, SC 29201
19	BLEVINS, WEEKLEY + BECKHAM (+OTHERS): South Carolina Governor's Inaugural Ball Gala * GOLD SPONSOR*	1/9/2019	Exhibit Hall, Columbia Metropolitan Convention Center, 1101 Lincoln Street, Columbia, SC 29201
20	BLEVINS, WEEKLEY + BECKHAM: Sponsor Reception and Photo Opportunity for Inauguration of Governor Henry McMaster	1/9/2019	Richland Meeting Room A, Columbia Metropolitan Convention Center, 1101 Lincoln Street, Columbia, SC 29201
21	BECKHAM: Meeting with Senator Kent Williams	1/10/2019	Gressette Building 608
22	BLEVIN, BECKHAM + YARBOROUGH: Meeting with SC Business & Industry Political Education Committee (SC BIPEC) Executive Director Tom DeLoach	1/10/2019	The Wilbur Smith Building, 1301 Gervais Street, Suite 901, Columbia, SC 29201
23	DONATO + HARRELL: Meeting for Charlie with Ryan Coleman, City of Columbia Economic Development	1/10/2019	1201 Main Street, Suite 250, Columbia, SC 29201
24	BLEVINS + BECKHAM: Meeting with Cayce Mayor Elise Partin and City Manager Tracy Hegler	1/10/2019	Cayce City Hall, 1800 12th Street, Cayce, SC 29033
25	DONATO + CADENA: Meeting with President/CEO Rich Fletcher of I-77 Alliance	1/10/2019	Panera, 983 Gervais St, Columbia, SC 29201 (Corner of Gervais and Park in Columbia (parking behind the building))
26	HART: Waterboro-Colleton County Chamber of Commerce Business After Hours	1/10/2019	Colleton County Law Enforcement Center, 394 Maple T. Willis Blvd., Walterboro, SC
27	BECKHAM: Charleston Chamber of Commerce 2019 Legislative Reception	1/10/2019	South Carolina Aquarium, 100 Aquarium Wharf, Charleston, SC 29401
28	BECKHAM, VERMULLEN + BARTON: USC College of Engineering and Computing Visit	1/11/2019	Swearingen Engineering Center, 315 Main Street, Columbia, SC 29208
29	DONATO + HARRELL: Meeting with Jeff Rubie, Richland County Economic Development	1/11/2019	1201 Main Street, Suite 910, Columbia, SC 29201
30	BECKHAM: Meeting with Murray Coleman and Becky Wych of United Way of the Midlands	1/14/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210
31	WEEKLEY: 20 Minutes of Remarks and Q&A to the Aiken Rotary Club	1/14/2019	Newberry Hall, 117 Newberry St SW, Aiken, SC 29801
32	BLEVINS, DONATO + CADENA: Meeting with Columbia City Manager Teresa Wilson	1/15/2019	City of Columbia City Manager's Office, 1737 Main Street, Columbia, SC 29201
33	BLEVINS, HARRELL + DONATO: Meeting with President/CEO of CentralSC Alliance Mike Briggs	1/15/2019	Offices of CentralSC Alliance, 1201 Main Street, Suite 100, Columbia, SC 29201
34	BLEVINS, DONATO + CADENA: Meeting with Columbia Mayor Steve Benjamin	1/15/2019	Columbia City Hall, 1737 Main Street, Columbia, SC 29201
35	BLEVINS + BECKHAM: Meeting with SC Chamber of Commerce President/CEO Ted Pitts	1/15/2019	SC Chamber of Commerce, 1301 Gervais St #1100, Columbia, SC 29201
36	BECKHAM + DONATO: SCEDA Legislative Reception	1/15/2019	Capital City Club, 1207 Main Street, 25th Floor, Columbia, SC 29201
37	MIKELL: Kershaw County Economic Development Office	1/15/2019	90 Campus Drive, Camden, SC
38	FARRELL, BLEVINS + KISSAM: Meeting with Senator Nikki Setzler, SC Senate + Minority Leader	1/16/2019	L. Marion Gressette Building #510, 1101 Pendleton St, Columbia, SC 29201
39	FARRELL + BLEVINS: Meeting with Senator Harvey Peeler, President, SC Senate	1/16/2019	L. Marion Gressette Building #213, 1101 Pendleton St, Columbia, SC 29201
40	FARRELL: Meeting with General Alan Wilson, SC Attorney General	1/16/2019	Rembert Dennis Building, 1000 Assembly Street, Room 519, Columbia, SC 29201
41	FARRELL + BLEVINS: Meeting with Governor Henry McMaster	1/16/2019	SC Statehouse, 1100 Gervais Street, Columbia, South Carolina 29201
42	FARRELL + BLEVINS: Meeting with the Speaker of the SC House of Representatives Jay Lucas	1/16/2019	Solomon Blatt Building #505, 1105 Pendleton St, Columbia, SC 29201
43	FARRELL + BLEVINS: Meeting with Senator Hugh Leatherman, Chairman of SC Senate Finance Comm	1/16/2019	L. Marion Gressette Building #111, 1101 Pendleton St, Columbia, SC 29201
44	BECKHAM + YARBOROUGH: Meeting with Rep. Gary Simrill, House Majority Leader	1/16/2019	518C Solomon Blatt Building, 1101 Pendleton Street, Columbia, SC 29201
45	BECKHAM + YARBOROUGH: Meeting with Rep. Russell Ott	1/16/2019	Solomon Blatt Building 306C, 1105 Pendleton Street, Columbia, SC 29201
46	WEEKLEY, BECKHAM, WATERS + YARBOROUGH: SC House Republican Caucus 2019 Private Reception with Committee Chairman	1/16/2019	Palmetto Club, 1231 Sumter Street, Columbia, SC 29201
47	WEEKLEY, BECKHAM, WATERS + YARBOROUGH: SC House Republican Caucus 2019 Winter Reception	1/16/2019	Palmetto Club, 2nd Floor, Columbia, SC 29201
48	2019 Palmetto Senior Show	1/17/2019	Goodman Building, South Carolina State Fairgrounds
49	WATERS: Florence County Progress Annual Membership Luncheon	1/17/2019	SIMT, 1951 Pisgah Road, Florence, SC 29501
50	WEEKLEY: Lunch and Presentation to Spring Valley Rotary Club (approx 100 members) 20-25 minutes for presentation and Q&A	1/17/2019	Northeast Presbyterian Church, 601 Polo Rd, Columbia, SC 29223
51	BECKHAM: Meeting with Rep. Sylleste Davis	1/17/2019	SC Statehouse, 1100 Gervais Street, Columbia, South Carolina 29201
52	BECKHAM: Meeting with Mark Nix of Home Builders Association of SC	1/18/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210
53	BECKHAM: Meeting with Rick Todd, SC Trucking Association	1/18/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210

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54	BECKHAM: Coffee with Bill Dukes RE: Fisher House	1/18/2019	Blue Marlin, 1200 Lincoln St, Columbia, SC 29201
55	BECKHAM, O'BANION + SEAWRIGHT: Darrin Thomas, Black Pages	1/18/2019	Black Pages, 1806 Washington Street, Columbia, SC 29201
56	BECKHAM + SEAWRIGHT: Meeting with James T. Molawhorn, Jr. of Urban League of Columbia	1/18/2019	Urban League of Columbia, 1400 Barnwell St, Columbia, SC 29201
57	HART: SCWA Kingstree Conservation Dinner	1/19/2019	Kingstree Parks + Recreation Center, 375 Nelson Blvd, Kingstree, SC
58	SMITH: SCWA Low Country Conservation Dinner	1/19/2019	The Shed at Port Royal, 809 Paris Ave, Port Royal, SC
59	Columbia Urban League's 2019 Annual Dr. Martin Luther King, Jr. Keeping the Legacy Alive Breakfast *\$1500 SPONSORSHIP/TABLE OF 8*	1/21/2019	Brookland Banquet and Conference Center, 1066 Sunset Blvd., West Columbia, SC
60	BECKHAM: Call with Mandy Wren RE: Brockman Elementary	1/21/2019	Serve and Connect Offices, 1512 Laurel Street Columbia, SC 29201
61	WEEKLEY + BECKHAM: Meeting with Wayne George, Executive Director of the Municipal Association of South Carolina	1/22/2019	Municipal Association of South Carolina, 1411 Gervais Street, Columbia, SC 29201
62	WEEKLEY + BECKHAM: Remarks at the SCMA Energy Roundtable	1/22/2019	Nexsen, Pruet Partner's Room, 7th Floor, 1230 Main Street, Columbia, SC 29201
63	BECKHAM: SC Chamber of Commerce Business Speaks - South Carolina State House Visit	1/22/2019	Rotunda of the State House, 1100 Gervais Street, Columbia, SC 29201
64	BECKHAM: SC Chamber of Commerce SC Business Speaks Legislative Forum	1/22/2019	The Blatt Building, 1105 Pendleton Street, SC Statehouse, Columbia, SC 29201
65	BECKHAM: SC Chamber of Commerce SC Business Speaks Reception	1/22/2019	The Palmetto Club, 1231 Sumter Street, Columbia, SC 29201
66	DONATO: CentralSC Committee of 100 Winter Networking Reception	1/22/2019	Capital City Club, 1201 Main Street, Suite 2500, Columbia, SC 29201
67	YARBOUROUGH: Meeting with SC House Judiciary Chairman Peter McCoy	1/23/2019	512 Solomon Blatt Building, 1101 Pendleton Street, Columbia, SC 29201
68	DONATO + COGHILL: Meeting with Mayor Harry Williams and City Manager Michael Czymbor of City of Hardeeville	1/23/2019	Hardeeville City Hall, 205 Main Street, Hardeeville, SC 29927
69	DONATO + COGHILL: Meeting with Bill Miles and Hannah Horne of the Hilton Head Island-Bluffton Chamber of Commerce	1/23/2019	1 Chamber of Commerce Drive, Hilton Head Island, SC 29928
70	BECKHAM: Charleston Chamber of Commerce Annual Business Leaders' Summit *REGISTERED 11/3	1/24/2019	North Charleston Marriott, 4770 Goer Drive, North Charleston, SC
71	NEELY+MIKELL: SC City & County Managers Association Winter Mtg	1/24/2019	North Augusta
72	DONATO + HOLLAND: Meeting with Kim Burch of Chesterfield County Economic Development	1/24/2019	105 Green Street, Chesterfield, SC 29709
73	BECKHAM, O'BANION + SEAWRIGHT: Photo Op and Greeting with Otha Meadows and Maggie Bresnihan at Charleston Trident Urban League	1/24/2019	Urban League of Charleston, 1064 Gardner Rd #307, Charleston, SC 29407
74	BECKHAM: Lunch/Coffee Meeting with Barbie Schreiner of College to Charleston	1/24/2019	Panera Bread, 2000 Sam Rittenberg Blvd, Charleston, SC 29407
75	WATERS: Beaufort Chamber of Commerce Board Meeting - DE has 10 min on the agenda	1/24/2019	701 Craven St, Beaufort, SC 29902
76	BECKHAM: Columbia Chamber of Commerce 2019 Public Policy Reception	1/24/2019	Columbia Museum of Art, 1515 Main Street, Columbia, SC 29201
77	WEEKLEY: 20-25 Minutes of Remarks to the Charleston Southern University Board of Visitors Networking Breakfast	1/25/2019	Charleston Southern University, 9200 University Blvd., Charleston SC 29423
78	WATERS, DONATO + HARRELL: SC Department of Commerce's Governor's Opportunity Zones Summit *\$7500 Lunch Sponsor - 3 Tickets* *Registrant List Attached*	1/25/2019	Columbia Metropolitan Convention Center, 1101 Lincoln St, Columbia, SC 29201
79	BLEVINS, DONATO + COGHILL: Meeting with North Charleston Mayor Keith Summey	1/28/2019	2500 City Hall Ln, North Charleston, SC 29406
80	BECKHAM: Meeting with Charleston Chamber and Dominion	1/28/2019	4500 Leeds Avenue, Charleston, SC 29405 (Ashley Room)
81	BECKHAM: Meeting with SVP Government Relations Ian Scott and Director of State Lobbying George Ramsey of the Charleston Chamber of Commerce	1/28/2019	Charleston Chamber of Commerce, 4500 Leeds Ave., Ste. 100, North Charleston, SC 29405
82	DONATO + HIGHTOWER: Meeting with Steve Dykes, Charleston County Economic Development Department	1/28/2019	4000 Faber Place Drive, Suite 200, North Charleston, SC 29405
83	BECKHAM: Lunch with Brent Jonas of Charleston Regional Development Alliance	1/28/2019	Jim 'N Nick's Bar-B-Q, 4964 Centre Pointe Dr, North Charleston, SC 29406
84	BLEVINS, DONATO + COGHILL: Meeting with Charleston Mayor John J. Tecklenburg	1/28/2019	Charleston City Hall, 80 Broad Street, Charleston, South Carolina 29401-0304
85	BLEVINS, COGHILL + BECKHAM: Meeting with President/CEO Jim Newsome of South Carolina Ports Authority	1/28/2019	South Carolina Ports Authority, 200 Ports Authority Drive, Mount Pleasant SC 29464 (off of Long Point Road) *PLEASE SEE ATTACHED PDF MAP*
86	DONATO + COGHILL: Meeting with Heyward Horton	1/29/2019	Colleton County Economic Alliance, 403 E. Washington Street, Suite B, Walterboro, South Carolina 29488
87	COGHILL: Met with Jeffrey Molinary, Walterboro Town Administrator	1/29/2019	Walterboro Town Hall
88	NEELY: Edgefield Intergovernmental Mtg; Dean Campbell, Edgefield County Council; Herbert Yarbrough, Town of Edgefield Council	1/29/2019	Edgefield
89	CADENA: State of the (Columbia) City Address; met Councilmembers Sam Davis, Ed McDowell, Moe Baddourah	1/29/2019	Columbia
90	DONATO + COGHILL: Jasper County Chamber of Commerce The State of the County Breakfast	1/30/2019	Palmetto Electric Community Room, 1 Cooperative Way, Hardeeville, SC 29927
91	DONATO + COGHILL: Meeting with Kendall Malphrus of Jasper County Chamber of Commerce	1/30/2019	Palmetto Electric Community Room, 1 Cooperative Way, Hardeeville, SC 29927
92	*IMMEDIATELY AFTER BREAKFAST*	1/30/2019	Mayor Hilliard's office - Santee, SC
93	MIKELL: Met w/Mayor Hilliard of Santee	1/30/2019	Walsh Fellowship Hall of St. Peter's Catholic Church on Lady's Island, 70 Lady's Island Dr, Beaufort, SC 29907
94	DONATO: Presentation to the Rotary Club of Beaufort *10 mins of remarks, 10 min of Q&A*	1/30/2019	Elloree Town Hall
95	MIKELL: Ops Mtg w Elloree Mayor Fanning	1/30/2019	819-836-2821
96	BECKHAM: Call with Persida Montanez + *MAYBE* Head of Engineering Andrew Moore RE: Pipeline	1/30/2019	The Capital City Club, 1201 Main Street, 25th Floor, Columbia, SC 29201
97	BECKHAM + DONATO: NESA Legislative Reception	1/30/2019	906 W Main Str #B, Ridge Spring
98	NEELY: Ridge Spring Town Council Mtg	1/30/2019	(844) 845-9542; 46077851#
99	WEEKLEY: Tele-townhall phone call	1/30/2019	803-217-4409
	BECKHAM: Call with Cristina Freeman RE: SCCAP/SCSHSA 2019 Statewide Spring Training Conference - April 22-26, 2019	1/31/2019	

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100	DONATO: Meeting with David Jameson of Aiken Chamber of Commerce	1/31/2019	Aiken Chamber of Commerce, 121 Richland Ave. E., Aiken, SC 29801
101	DONATO: Meeting with Terra Carroll of the North Augusta Chamber of Commerce	1/31/2019	North Augusta Chamber of Commerce, 406 West Ave, North Augusta, SC 29841
102	Customer assistance event: Aiken Grand Apartments	1/11/2019	115 Timmerman St.
103	Customer assistance event: Disabled Veterans Assoc.	1/17/2019	2194 Columbia Hwy.
104	Customer Assistance event: Richland County First Steps	1/19/2019	5935 Ridgeway St
105	Customer assistance event: Aiken Barnwell/Wateree	1/24/2019	1218 Batchlor St
106	Customer Assistance event: Aiken Barnwell/Wateree	1/25/2019	1218 Batchlor St
107	Customer Assistance event:City of Columbia	1/30/2019	2101 Walker Solomon



	A	B	C
3	Subject	Start Date	Location
4	HOLLAND: Mtg w Sal Hemingway, Georgetown County Administrator	2/1/2019	Mr. Hemingway's office, Georgetown, SC
5	BECKHAM: Check Presentation for Serve + Connect	2/1/2019	Serve and Connect Offices, 1512 Laurel Street Columbia, SC 29201
6	BECKHAM: Meeting with Col Carl Horn + Others of Celebrate Freedom Foundation	2/1/2019	Columbia Airport, 2538B Airport Blvd, West Columbia, SC 29170
7	BECKHAM + SEAWRIGHT: Lunch with Marnie Robinson + Pastor Charles Jackson	2/1/2019	Brookland Baptist Church, 1066 Sunset Blvd, West Columbia, SC 29169
8	BECKHAM: DARE Check Presentation and Remarks at DARE Graduation	2/4/2019	Satchel Ford Elementary, 5901 Satchelford Rd, Columbia, SC 29206
9	NEELY: Met w Leslie Price, City of Aiken councilmember	2/4/2019	AECOM Office in Aiken
10	BECKHAM + GRIFFIN: Check Presentation to Carl Cox of Central South Carolina Habitat for Humanity	2/4/2019	2852 Tree St., Cayce, SC 29033
11	NEELY: Met w Sara Ridout, Clerk, City of Aiken	2/4/2019	Aiken Municipal Building
12	BECKHAM: Meeting with James M. McQuilla of the Greater Columbia Community Relations Council	2/4/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210
13	HOLLAND: Met w Alan Ammons, Manager, City of Marion	2/4/2019	City Hall
14	NEELY: Met w Haley Knight, Executive Director, Aiken Downtown Development Assn	2/4/2019	Aiken Downtown Development Association Office
15	BECKHAM: Lunch with West Columbia-Cayce Chamber of Commerce ED Richard Skipper	2/4/2019	Cafe Strudel, 300 State St, West Columbia, SC 29169
16	BECKHAM: Meeting with Earl McLeod, Building Industry Association of Central South Carolina	2/4/2019	625 Taylor Street, Columbia, SC 29201
17	HIGHTOWER: Met w Mayor Will Hayne & Nancy Dispenza (Executive Offices Manager), Town of Mt. Pleasant	2/4/2019	Crnte of Council Mtg
18	NEELY: Met w Kim Abney, Asst City Manager, City of Aiken	2/4/2019	Rotary Club of Aiken Meeting
19	BECKHAM: Meeting with Ryan Coleman	2/4/2019	Blue Flour Bakery, 1210 Main St, Columbia, SC 29201
20	MIKELL: Mtg w/Holly Hill Town Council re Energy Efficiency Program	2/4/2019	Holly Hill Town Hall
21	MIKELL: Mtg w/Holly Hill Town Council re Energy Efficiency Program	2/4/2019	Holly Hill Town Hall
22	MIKELL: Mtg w/Holly Hill Town Council re Energy Efficiency Program	2/4/2019	Holly Hill Town Hall
23	NEELY: Mtg wTown of Edgefield Mayor Ken Durham, Town Clerk Charlotte Cheatham, Councilmembers Robert Rodgers, Scott Mims and Sherry Holmes	2/4/2019	Edgefield Town Council Mtg
24	HIGHTOWER: Met w Jason Ward, Administrator and Tracey Langley, Clerk, Dorchester County, and 6 councilmembers	2/4/2019	County Council Mtg
25	NEELY: Mtg w City of North Augusta Mayor Robert A. Pettit, Councilmembers James M. Adams, John Robert Brooks, Fletcher L. Dickert and David W. McGhee	2/4/2019	North Augusta Council Mtg
26	BUSBEE: Met w Michael Butler, Mayor of Orangeburg	2/5/2019	MASC Mtg
27	COGHILL: Met w Van (Milton) Willis, Administrator, Town of Port Royal	2/5/2019	@MASC Winter Mtg
28	HARRELL: Met w Mayor Donnie Cason, Town of Gilbert	2/5/2019	@ MASC
29	HIGHTOWER: Met w Mayor Jane Darby and Iris Hill, Administrator, Town of Edisto Beach	2/5/2019	@MASC Winter Mtg
30	MIKELL: Met w Richard Stroman, Councilmember, City of Orangeburg	2/5/2019	@ MASC
31	NEELY: Met w/ Mayor Rick Osbon, City of Aiken	2/5/2019	@MASC Winter Mtg
32	COGHILL: Met w Mayor Jimmy Bilka, Town of Hampton	2/5/2019	@MASC Winter Mtg
33	NEELY: Met with David Krumwiede, Administrator, Town of Due West	2/5/2019	@MASC Winter Mtg
34	BUSBEE: Met w Billy Keyserling, Mayor of Beaufort	2/5/2019	MASC Mtg
35	COGHILL: Met w Mayor Coordin Bowers, Town of Estill	2/5/2019	@MASC Winter Mtg
36	HARRELL: Met w Mayor Steve MacDougall, Town of Lexington	2/5/2019	@ MASC
37	HIGHTOWER: Met w Jake Broom, Administrator, Town of Goose Creek	2/5/2019	@MASC Winter Mtg
38	METTS: PABC Quarterly Meeting	2/5/2019	West Columbia, SC
39	NEELY: Met w Mayor Roy Smith Jr., Town of McCormick	2/5/2019	@MASC Winter Mtg
40	COGHILL: Met w Chuck Simmons, Councilmember, Town of Yemassee	2/5/2019	@MASC Winter Mtg
41	HIGHTOWER: Met w Eric DeMoura, Administrator and Christlane Farrell, Asst Administrator, Town of Mt. Pleasant	2/5/2019	@MASC Winter Mtg
42	NEELY: Met with Wayne O. Pless, Councilmember, Town of Calhoun Falls	2/5/2019	@MASC Winter Mtg
43	BUSBEE: Met w Jon Yow, City Manager Orangeburg	2/5/2019	MASC Mtg
44	COGHILL: Met wTommy Rhodes, Councilmember, Town of Ridgeland	2/5/2019	@MASC Winter Mtg
45	HARRELL: Met w Brandon Maddan, Manager, City of Mauldin	2/5/2019	@ MASC
46	MIKELL: Met w Phil Cromer, Councilmember, City of Beaufort	2/5/2019	@ MASC
47	NEELY: Met with Mayor Terrence Culbreath and Councilmember Tommy Burton, Town of Johnston	2/5/2019	@MASC Winter Mtg
48	HIGHTOWER: Met w Mayor Wiley Johnson and Colin Martin, Administrator, Town of Summerville	2/5/2019	@MASC Winter Mtg
49	BUSBEE + MIKELL: Met w John Singh, Asst City Manager Orangeburg	2/5/2019	MASC Mtg
50	BUSBEE + MIKELL: Met w John Singh, Asst City Manager Orangeburg	2/5/2019	MASC Mtg
51	COGHILL: Met w Hank Amundson, Asst City Manager, City of Walterboro	2/5/2019	@MASC Winter Mtg
52	HARRELL: Met w Mayor Foster Senn, City of Newberry	2/5/2019	@ MASC
53	NEELY: Met w Charles Savino, Councilmember, Town of Estill	2/5/2019	@MASC Winter Mtg

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54	NEELY: Met w Liz Keltz, Councilmember, City of Orangeburg	2/5/2019	@MASC Winter Mtg
55	COGHILL: Met w Mayor Gerald Wright, City of Denmark	2/5/2019	@MASC Winter Mtg
56	HARRELL: Met w Mayor Bill Young; Asst City Manager Hank Admunson; Mgr/Administrator Jeff Molinari, City of Walterboro	2/5/2019	@ MASC
57	COGHILL: Met w Ray Anderson, Asst City Manager, City of N. Charleston	2/5/2019	@MASC Winter Mtg
58	BECKHAM: Meeting with the SC Chamber of Commerce Ted Pitts and Sara Cohen	2/5/2019	SC Chamber of Commerce, 1301 Gervais St #1100, Columbia, SC 29201
59	COGHILL: Met w Christine Barrett, Clerk to Council, Town of Mt. Pleasant	2/5/2019	@MASC Winter Mtg
60	COGHILL: Met w former Mayor Doug Echols, City of Rock Hill	2/5/2019	@MASC Winter Mtg
61	HARRELL: Met with Mayor Jason Stapleton, Town of Williston	2/5/2019	@ MASC
62	NEELY: Met w Saluda Mayor Amella Herlong and John Mark Griffith, Councilmember	2/5/2019	Saluda Town Hall
63	BUSBEE: Met w Heyward Robinson, Administrator, Town of Denmark	2/5/2019	@MASC Winter Mtg
64	MIKELL: Met w Shirley Prezy Small, Councilmember, Town of Santee	2/5/2019	@MASC Winter Mtg
65	MIKELL: Met w Calvin Hastie, Councilmember, City of Sumter	2/5/2019	@MASC Winter Mtg
66	HARRELL: Met w City of Cayce Mayor Elise Partin, Clerk Mandy Corder, Manager Tracy Hegler and Councilmembers Eva Corley, Tara Almond, Skip Jenkins and Phil Carter	2/5/2019	Cayce Council Meeting
67	MIKELL: Met w Jerry Tekac, Councilmember, City of Goose Creek	2/5/2019	@MASC Winter Mtg
68	MIKELL: Met w Jacqueline Michele Gore, Councilmember, Atlantic Beach	2/5/2019	@MASC Winter Mtg
69	Energy Assistance event: Cocky's Reading Express	2/5/2019	1300 Arrowwood Rd.
70	DONATO + CHASTAIN: 20 Presentation to Lake Murray Immo Rotary *56 Members*	2/6/2019	Seven Oaks Recreation Center, 200 Leisure Lane, Columbia, SC 29210
71	HOLLAND: Met w Mayor Brenda Bethune and Manager John Pederson, City of Myrtle Beach	2/6/2019	City Hall
72	HOLLAND: Met w Mayor Bo McMillian, City of Mullins	2/6/2019	City Hall
73	BECKHAM, DONATO + CADENA: SC Association for Community Economic Development 2019 Legislative Luncheon	2/6/2019	SC Statehouse, Room 112 Blatt Building, Columbia, SC 29201
74	HOLLAND: Mtg w Mayor Andy Ingram, Town of Cheraw	2/6/2019	City Hall
75	HOLLAND: Mtg w Mayor Brendon Barber, City of Georgetown	2/6/2019	City Hall
76	BECKHAM + YARBOROUGH: South Carolina House Republican Caucus Business Round Table Drop-In	2/6/2019	McMeekin Room, Palmetto Club, 1231 Sumter Street, Columbia, SC 29201
77	Governor's Welcome Reception for Dominion Energy	2/6/2019	Governor's Mansion, 800 Richland Street, Columbia, SC 29201
78	WATERS + MIKELL: Meeting with Warren Harley and the Directors of Orangeburg DPU	2/7/2019	1016 Russell Street, Orangeburg, SC 29115
79	BECKHAM + DONATO: NESA 2019 Annual Meeting	2/7/2019	Pepsi-Cola of Florence, 2499 Florence Harlike Blvd., Florence SC 29506
80	NEELY: Mtg Mayor Bob Salley and Becky Brown, Clerk, Town of Salley	2/7/2019	Salley Town Hall
81	WATERS + MIKELL: Meeting with Reyne Moore, Orangeburg Chamber of Commerce (+ appropriate board members)	2/7/2019	Orangeburg Chamber of Commerce, 155 Riverside Dr, Orangeburg, SC 29115
82	BECKHAM: Meeting with Michael Miller, President of the Florence Chamber of Commerce	2/7/2019	Florence Chamber of Commerce, 100 West Evans Street, Florence, SC 29501
83	BLEVINS: Meeting with Sara Hazzard, President/CEO of South Carolina Manufacturers Alliance	2/7/2019	South Carolina Manufacturers Alliance, 1340 Bull Street, Columbia, SC 29201
84	BECKHAM: Call with Captain Phyllis Sheffer, Business Development at SC State Guard	2/8/2019	843-696-9002
85	COGHILL: Mtg w elected offices/key personnel in County of Allendale	2/8/2019	@ City/County offices
86	BECKHAM: Check Presentation to Newberry Council on Aging Meals on Wheels to Lynn Stockman	2/8/2019	1300 Hunt St, Newberry, SC 29108
87	NEELY: Mtg w Mayor Frank Walker, Town of Parksville	2/8/2019	Parksville Town Hall located at 140 Parks Self Street, Parksville, SC 29845.
88	BECKHAM: Call with Andy Fulghum, County Administrator for Jasper County	2/8/2019	843-305-0078
89	BECKHAM: Lunch Meeting with John Lummus, President/CEO and Lauren Scoggins, Director of Investor & Public Relations of the UpstateSC Alliance	2/8/2019	Firebirds Wood Fired Grill, Magnolia Park Center, 1025 Woodruff Rd, Greenville, SC 29607
90	COGHILL: Mtg w elected offices/key personnel in County of Hampton	2/8/2019	@City/County offices
91	NEELY: Mtg w Abbeville City Manager Blake Stone	2/8/2019	Abbeville City Hall located at 100 Court Square, Abbeville, SC 29620
92	BECKHAM: Meeting with Monty Turner, Parker Wyatt and John Longshore, Global Locations Strategies	2/8/2019	100 Fluor Daniel Drive, Centre 1, C103E, Greenville, SC 29607 (corner of Halton and Mall Connector)
93	NEELY: Mtg w Abbeville County Economic Development Director Stephen Taylor and Abbeville County Director David Garner	2/8/2019	Abbeville County Economic Development Office
94	BECKHAM: Call with Dean Moss RE: Spanish Moss Trail Extension	2/8/2019	843-263-1922
95	COGHILL: Mtg w elected offices/key personnel in County of Bamberg	2/8/2019	@City/County offices
96	NEELY: Mtg w Mayor Rufus M. Waters, Town of Lowndesville	2/8/2019	Lowndesville Town Hall located at 416 Main Street, Lowndesville, SC
97	Energy Assistance Event: Shifa Free Clinic	2/9/2019	3421 Rivers Ave
98	HOLLAND: Mtg w Clarendon County elected officials/key personnel	2/11/2019	County offices
99	NEELY: Mtg w Mayor Mac Winn, Town of Plum Branch	2/11/2019	Mac Winn's office located at 101 Hwy 28 S, Plum Branch, SC 29845.
100	BECKHAM + VERMULLEN: Meeting with Jennifer McCormick of USC	2/11/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210
101	BECKHAM, JOHNSON + OBANION: Meeting with Rev Leo Woodberry (+ Others) and the SC Environmental Justice Network	2/11/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210

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102	DONATO, COGHILL + HIGHTOWER: 15 Min Presentation and S-10 Q&A to the Berkeley Charleston Dorchester Council of Governments - "A Brighter Energy Future with Dominion Energy"	2/11/2019	Barrett Lawmore Conference Room, 1362 McMillan Ave, Suite 100, North Charleston, SC 29405
103	HOLLAND: Mtg w City of Manning elected officials/key personnel	2/11/2019	City offices
104	BECKHAM: Presentation to Columbia Rotary Club (30 min for presentation + Q&A) *233 Members* PP Option is Available	2/11/2019	Seawell's, 1125 Rosewood Drive, Columbia, SC 29201
105	WATERS: 15-20 minutes Presentation (+5 to 10 minutes for Q&A) to the Hampton County Rotary Club *19 Members* *AV avail if needed*	2/11/2019	Hampton Regional Medical Center, 595 W Carolina Avenue, Varnville, SC 29944
106	BECKHAM: Meeting with John Folsom, Midlands Business Leadership Group	2/11/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210
107	MIKELL: Elloree Town Council Mtg	2/11/2019	Elloree Town Hall
108	WATERS: 20 Mins Remarks to the Summerville Evening Club	2/11/2019	Montreux Bar and Grill, 127 W Richardson Ave, Summerville, SC 29483
109	NEELY: Snelling Town Council Meeting	2/11/2019	Snelling Town Hall
110	HOLLAND: Mtg w Darlington County elected officials/key personnel	2/12/2019	County offices
111	HOLLAND: Mtg w City of Darlington elected officials/key personnel	2/12/2019	City Offices
112	DONATO + COGHILL: Presentation to the Walterboro Rotary Club	2/12/2019	Veterans Victory House, 2461 Sidney's Rd Walterboro, SC 29488
113	NEELY: Kline Town Council Meeting	2/12/2019	Kline Town Hall
114	Energy Assistance Event: Palmetto Community Action Partnership	2/12/2019	700 Rivers Ave.
115	BECKHAM: Breakfast with Mike Briggs and Tracy McMillin, Central SC	2/13/2019	Capital City Club, 1201 Main St #2500, Columbia, SC 29201
116	HOLLAND: Mtg w Dillon County elected officials/key personnel	2/13/2019	County offices
117	DONATO + CADENA: Meeting with Mark Williams	2/13/2019	SDG Strategic Development Group, 1201 Hampton Street, Suite 2 Columbia, SC 29201
118	HOLLAND: Mtg w City of Dillon elected officials/key personnel	2/13/2019	City offices
119	DONATO: Florence County Progress Luncheon	2/13/2019	Palmetto Club, 1231 Sumter Street, Columbia, SC 29201
120	DONATO: Florence County Progress Social	2/13/2019	Mellow Mushroom, 1009 Gervais Street, Columbia, SC 29201
121	BECKHAM, YARBOROUGH + DONATO: 17th Annual Florence County Legislative Day - Florence County Progress	2/13/2019	Columbia Museum of Art, 1515 Main Street, Columbia, SC 29201
122	HOLLAND: Mtg w Horry County elected officials/key personnel	2/14/2019	County offices
123	HOLLAND: Mtg w City of Conway elected officials/key personnel	2/14/2019	City offices
124	HOLLAND: Mtg w City of N. Myrtle Beach elected officials/key personnel	2/14/2019	city offices
125	NEELY: Attending Lower Savannah COG Board Meeting	2/14/2019	Clemson University Research and Education Center located at 64 Research Road, Blackville, SC 29817
126	Southeastern Wildlife Exposition (SEWE) 2019 *SCANA GOLD SPONSOR*	2/15/2019	Charleston, SC
127	BECKHAM: Breakfast Meeting with Byron Thomas of Congressman Joe Wilson's Office	2/15/2019	Capital City Club, 1201 Main St #2500, Columbia, SC 29201
128	COGHILL: Mtg w elected offices/key personnel in County of Jasper	2/15/2019	@City/County offices
129	BECKHAM: Coffee with Kelsey Carter of Camp Cole	2/15/2019	Blue Flour Bakery, 1210 Main St, Columbia, SC 29201
130	BECKHAM + CADENA: Meeting with Carl Blackstone of the Columbia Chamber of Commerce	2/15/2019	Columbia Chamber of Commerce, 930 Richland St, Columbia, SC 29201
131	COGHILL: Jasper County - Andrew Fulghum, County Administrator; Thomas Johnson, Council Chairman	2/15/2019	Mr. Johnson's business office 500 Main Street, Hardeeville SC
132	COGHILL: Mtg w elected offices/key personnel in County of Colleton	2/15/2019	@City/County offices
133	COGHILL: Mtg w elected offices/key personnel in County of Beaufort	2/15/2019	@City/County offices
134	East Cooper Ducks Unlimited 22nd Annual Oyster Roast and LowCountry Cookout	2/15/2019	Charleston Visitor Center Bus Shed, 375 Meeting Street, Charleston, SC 29403
135	FVI: USC E-Week *SPONSOR*	2/16/2019	
136	Energy Assistance Event: UofSC E-Week	2/16/2019	315 Main St.
137	HOLLAND: Mtg w Lee County elected officials/key personnel	2/18/2019	County offices
138	HOLLAND: Mtg w City of Bishopville elected officials/key personnel	2/18/2019	City offices
139	BECKHAM: Monthly Meetings at SC Manufacturers Alliance	2/19/2019	1340 Bull Street, 2nd Floor Conference Room, Columbia, SC 29201
140	DONATO: Presentation to the Okatie-Bluffton Rotary Club *17 members*	2/19/2019	Sigler's Restaurant, 12 Sheridan Park Circle Bluffton, SC 29909
141	WATERS: Presentation to the Columbia East Rotary *42 Members*	2/19/2019	Seawell's, 1125 Rosewood Drive Columbia, SC 29201
142	DONATO: South Carolina Association of Counties 32nd Annual Mid-Year Conference	2/20/2019	Embassy Suites Hotel, 200 Stoneridge Drive, Columbia, South Carolina, 29210
143	HOLLAND: Mtg w Sumter County elected officials/key personnel	2/20/2019	County offices
144	HOLLAND: Mtg w City of Sumter elected officials/key personnel	2/20/2019	City offices
145	HOLLAND: Mtg w City of Sumter elected officials/key personnel	2/20/2019	City offices
146	BECKHAM + WATERS: Beaufort Community Partners Summit	2/20/2019	SCF&G Engineering Operations Building, 108 Robert Smalls Parkway, Beaufort, SC 29906
147	BECKHAM + YARBOROUGH: SC Senate Democratic Caucus	2/20/2019	Palmetto Club, 1231 Sumter Street, Columbia, SC 29201
148	WATERS: Presentation to the Chapin Sunrise Rotary Club *52 Members*	2/21/2019	Crooked Creek Recreation Center, 1098 Old Lexington HWY, Chapin, SC 29063
149	BECKHAM, DONATO, COGHILL, BURN + HIGHTOWER: Walterboro-Colleton County Chamber of Commerce State of Colleton *\$1000 SPONSOR*	2/21/2019	Dogwood Hills Golf Course, 1 Dogwood Lane (Dogwood Hills Golf Course), Walterboro, SC 29488
150	HOLLAND: Mtg w Williamsburg County elected officials/key personnel	2/21/2019	County offices
151	HARRIS: Meeting with the Board of EngenuitySC	2/21/2019	Columbia, SC
152	HOLLAND: Mtg w Town of Kingstree elected officials/key personnel	2/21/2019	Town offices
153	BECKHAM: Charleston Community Partners Summit	2/21/2019	Trident Technical College - The College Center, Building 920, Suite 107, 7000 Rivers Avenue, North Charleston, SC 29406

A	B	C
WATERS: 10-15 Min + 10-15 Q&A Presentation to the Barnwell County Rotary Club *18 Members*	2/21/2019	Mr. B's Restaurant, 10132 Ellenton Street, Barnwell, SC
DONATO: SCEDA February Membership Meeting	2/21/2019	Columbia Metropolitan Convention Center, 1101 Lincoln Street, Columbia, SC 29201
BECKHAM + VERMULLEN: United Way 2019 Humanitarian of the Year Dinner & Ceremony	2/21/2019	University of South Carolina Alumni Center, 900 Senate Street, Columbia, SC 29201
*\$2500 SPONSOR*		
BECKHAM: SCEDA Women's Winter Summit "The New Economic Development - Focal Points for our Future"	2/22/2019	Columbia Metropolitan Convention Center, 1101 Lincoln St, Columbia, SC 29201
BIA/Homebuilders: REGAL Awards Black & White Gala, 1101 Lincoln St, Columbia, SC 29201		
*SCE&G is a Sponsor*	2/23/2019	Columbia Metropolitan Convention Center
BECKHAM: Columbia Community Partners Summit	2/25/2019	Vista Room, The State Museum, 301 Gervais St, Columbia, SC 29201
NEELY: Attending Upper Savannah COG Board Meeting	2/25/2019	USCOG office located at 430 Helix Road, Greenwood, SC 29646.
BECKHAM, YARBOROUGH, DONATO, et. al: Charleston Meet + Greet	2/25/2019	The Schoolhouse, 720 Magnolia Road, Charleston, SC 29407
Energy Assistance Event: Richland Co. Recreation	2/25/2019	7494 Parklane Rd.
Greater Cayce - West Columbia Chamber Networking Breakfast	2/26/2019	TBD, Cayce-West Columbia, SC
WATERS: Aiken Community Partners Summit	2/26/2019	Aiken Technical College, Building 1700, Room 1717, 2276 Jefferson Davis Hwy., Graniteville, SC 29829
DONATO: Charleston Chamber of Commerce Economic Outlook Conference	2/26/2019	Trident Technical College, 7000 Rivers Ave., Bldg 920, North Charleston, SC
BECKHAM: Columbia Chamber of Commerce Public Policy Meeting	2/27/2019	Palmetto Room of the Columbia Chamber of Commerce, 930 Richland Street, Columbia, SC 29202
WATERS: Spartanburg Community Partners Summit	2/27/2019	Spark SC (Spartanburg Community College Middle Tyger Campus), 1875 East Main St. (Hwy. 290), Duncan, SC 29334
DONATO: Remarks to the Research Triangle Regional Partnership Lunch and Discussion	2/27/2019	The Lazy Goat, 170 Riverplace, Greenville, SC 29601
BECKHAM: NC Chamber Government Affairs Reception *SPONSOR*	2/27/2019	Merrimon-Wynne House, 500 N Blount St, Raleigh, NC 27604
WATERS: Present to the Lexington Rotary *73 members* *20 minutes with 5 for Q&A*	2/28/2019	Country Club of Lexington, 1066 Barr Road Lexington, SC, SC 29072
VERMULLEN, BARTON + BECKHAM: Meeting with USC Career Center and Engineering	2/28/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210
BECKHAM + CHASTAIN: 15 Min Presentation to the Lake Murray Association	2/28/2019	Hollywood Ruritan Club, 1274 Hollywood Road, Saluda, SC 29006
BECKHAM: Remarks to the West Metro Rotary Club	3/1/2019	Holiday Inn Hotel + Suites, 110 McSwain Drive, West Columbia, SC 29169
VERMULLEN + BECKHAM: Meeting with Betsy Mudge of Clemson University	3/1/2019	Dominion Energy, 121 Moore Hopkins Lane in Columbia, SC 29210
North Augusta Chamber of Commerce 58th Annual Meeting & Banquet	3/1/2019	Crowne Plaza Riverside, North Augusta, SC
DONATO + MIKELL: 2019 South Carolina Rural Summit	3/4/2019	Roquemore Auditorium, Orangeburg-Calhoun Technical College, 3250 St Matthews Rd, Orangeburg, SC 29118
WATERS: Presentation to North Charleston Rotary *65 Members*	3/4/2019	Hilton Garden Inn, 5265 International Blvd., North Charleston, SC 29418
VERMULLEN + BECKHAM: Meeting with Derek Scott from Gamecock Radio Network	3/4/2019	Dominion Energy, 121 Moore Hopkins Lane, Columbia, SC 29210
BECKHAM: BIA of Central South Carolina Board Meeting	3/4/2019	625 Taylor Street, Columbia, SC 29201
Energy Assistance Event: Cocky's Reading Express	3/4/2019	2510 Mossy Oaks Rd.
WATERS: Myrtle Beach Community Partners Summit	3/5/2019	Horry Georgetown Technical College - Grand Strand Business & Conference Center - Room 601, 950 Crabtree Lane, Myrtle Beach, SC 29577
DONATO: 20-30 Min Presentation to the Orangeburg Rotary Club *49 Members*	3/5/2019	Encounter Room, Cornerstone Community Church Café, 1481 Chestnut Street Orangeburg, SC 29115
BECKHAM: Presentation to the Columbia Capital Club *60 members*	3/6/2019	Palmetto Club, 1231 Sumter Street Columbia, SC 29201
DONATO: 20-25 Min Presentation to the St. George Rotary *28 Members*	3/6/2019	Memorial Baptist Church Dining Hall 101 May Street St. George, South Carolina 29477
Home Builders Home and Garden Show *\$2500 Corporate Sponsor*	3/7/2019	Columbia, SC
DONATO: 15-20 Min Presentation to the Aiken Sunrise Rotary	3/7/2019	Woodside Plantation Country Club, 1000 Woodside Plantation Dr, Aiken, SC 29803
WATERS: Florence Community Partners Summit	3/7/2019	Sanborn Room, Hotel Florence, 128 West Evans Street, Florence, SC 29501
DONATO + HARRELL: Lunch 30-40 Minute Presentation to the Greater Chapin Chamber of Commerce (60-70 people) *DE IS LUNCH SPONSOR \$500*	3/7/2019	Lake Murray Presbyterian Church, 2721 Chapin Road, Chapin, SC 29036
WEEKLEY: Presentation to the St Andrews Rotary Club of Charleston *65 members*	3/7/2019	Bessingers BBQ, 1602 Savannah Hwy, Charleston, SC 29407
WATERS: 20-25 Minute Presentation to the Lowcountry-Beaufort Rotary Club	3/8/2019	Golden Corral, 122 Robert Smalls Pkwy Beaufort, SC 29906
BECKHAM: Presentation to the Charleston Breakfast Rotary Club	3/8/2019	Harbour Club, 95 Prioleau Street, Charleston SC 29401
WEEKLEY: Lunch with and Remarks to the Military Officers Association America - Columbia Chapter	3/8/2019	Fort Jackson Victory Club (formerly NCO Club), 5700 Lee Rd, Columbia, SC 29207
BECKHAM: 2019 South Carolina's Nonprofit Summit TogetherSC *\$5000 SPONSOR* *EXHIBIT*	3/11/2019	Hyatt, 220 N Main St, Greenville, SC 29601
Dominion Energy Meet + Greet in Columbia	3/11/2019	Brookland Conference Center, 1056 Sunset Blvd., West Columbia, SC 29169
BECKHAM: NCEDA 2019 Spring Conference	3/12/2019	Pinehurst Resort, 80 Carolina Vista Drive, Pinehurst, NC
BECKHAM + VERMULLEN: Junior Achievement SC 2019 SC Business Hall of Fame *\$5000		
CHAMPION SPONSOR*	3/12/2019	University of South Carolina Alumni Center, 900 Senate St, Columbia, SC 29201
DONATO: Remarks to the St Matthews Rotary *31 Members*	3/18/2019	Town & Country Restaurant, 1636 Bridge Street, St Matthews, SC 29135
BECKHAM: Remarks to the Summerville Rotary Club *107 ppl*	3/20/2019	Sticky Fingers - Summerville, 1200 N Main St Summerville, SC 29483
Energy Assistance Event: Senior Resources	4/11/2019	2817 Millwood Ave.
Energy Assistance Event: Cocky's Reading Express	4/11/2019	1520 Duke Street
Energy Assistance Event: Cocky's Reading Express	4/30/2019	3239 Cordova Rd.
Energy Assistance Event: Aiken Barnwell/Wataree CA	2/27-2/28/19	2111 Simpkins Ln
Energy Assistance Event: Aiken Barnwell/Wataree CA	2/6-2/7/19	835 Kennerly Rd.
Energy Assistance Event: Barnwell/Wataree CA	3/19-3/20/19	2440 Atlas Rd.
Energy Assistance Event: CACAP Spring Conference	6/22-4/26/2019	9800 Queensway Blvd.

**SOUTH CAROLINA ELECTRIC & GAS COMPANY AND  
DOMINION ENERGY, INC.  
OFFICE OF REGULATORY STAFF'S  
CONTINUING AUDIT INFORMATION REQUEST  
FOR RECORDS AND INFORMATION  
DOCKET NOS. 2017-207-E, 2017-305-E and 2017-370-E**

**REQUEST 2:**

Please provide a copy of internal training bulletins, fact sheets, FAQs, procedures and guidelines used by Customer Service Representatives to address the Customer Education Program.

**RESPONSE 2:**

Attached are copies of internal training material used by Customer Service Representatives to address the Customer Education Program.

**Person Responsible: Sam Dozier**



# Energy Efficiency Programs



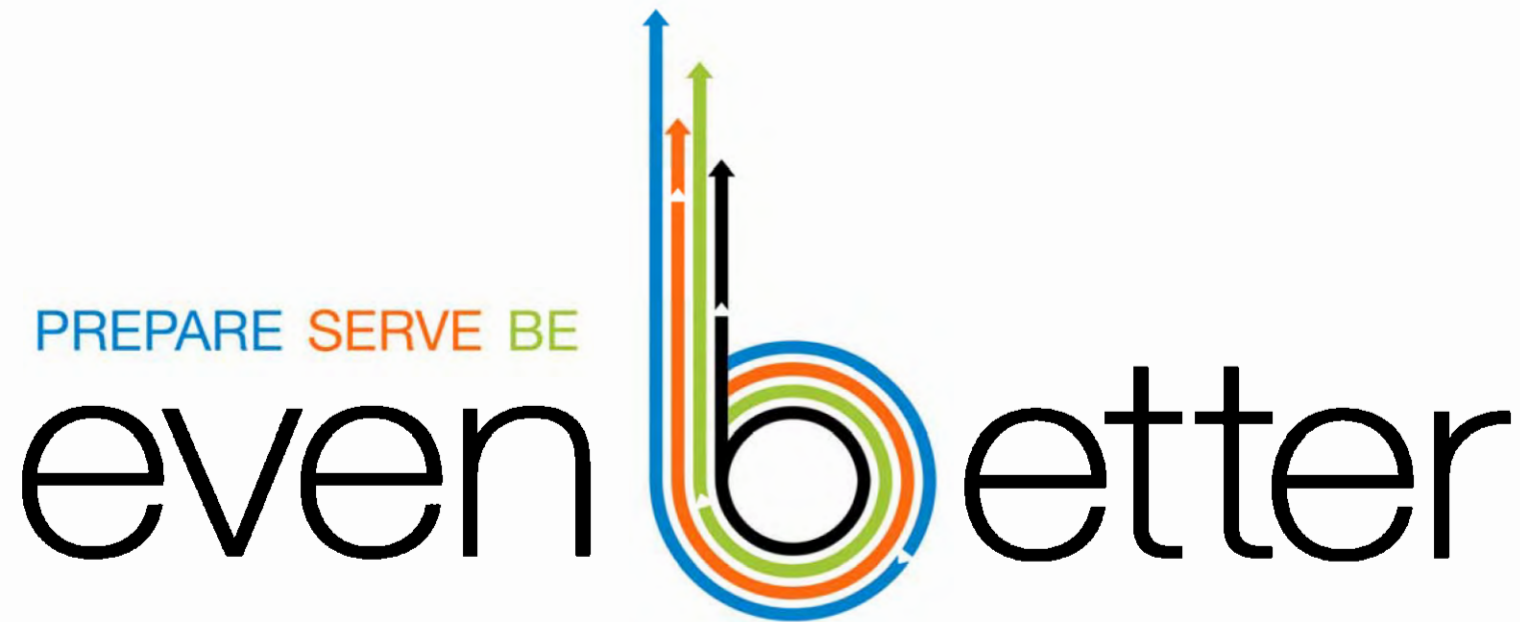


**Our Energy Efficiency Programs  
continue to be in effect after the  
transition to Dominion Energy.**



**Rebates for new HVAC equipment &  
ductwork improvements continue  
to be available.**





# Merger Reminders



**Dominion  
Energy<sup>SM</sup>**

## Merger Reminders

Plan B-L rates will remain effective until the next base rate case is approved.

At this time, we don't anticipate an electric base rate change prior to January 1, 2021.





## Merger Reminders

Plan B-L 15% bill reduction **WILL NOT** be in addition to the current approximate 15% H.4375 Decrement Rider reduction.

The H.4375 Decrement Rider expires with the last bill cycle in January.



# Merger Reminders

Refer to **Guidance** topic  
**Dominion Energy Merger FAQ's**  
for more information.





# TRAINING BULLETIN



## Merger Update: Credits for Natural Gas Accounts

### Overview

As an additional benefit of the merger, Dominion Energy is providing \$3.75 million in bill credits to PSNC Energy's customers and \$2.45 million in bill credits to SCE&G's natural gas customers over three years. Active residential and commercial natural gas accounts will receive this annual credit in 2019, 2020, and 2021.

☒ **Note:** Gas merger credits will apply to combo and gas only accounts.

### To receive the Gas Merger credit:

- **SCE&G & PSNC:** The account and at least one gas meter must be active at the time the credit is applied.
- **PSNC:** Gas accounts must have 2017 usage.

☒ **Note:** The annual gas merger credits are based on 2017 revenues, and credits are factored differently for each company.

**Effective Dates** SCE&G and PSNC Energy Gas merger credits will be applied as follows:

- February 2019 Bill Cycle 1
- January 2020 Bill Cycle 1
- January 2021 Bill Cycle 1

### SCE&G Gas Merger Credit

- SCE&G annual gas merger credit amounts are based on rates.
  - Each gas rate will have a specific credit amount.
- **Transaction History** will display with gas merger credit details and comments.
- The gas merger credit will display as shown below for SCE&G:

Gas Charges								
RATE PLAN 32V - Res Value Service				METER READING Gas Meter read on 02/26/19 at 02:52 pm (Next scheduled read date 3/27/19)				
METER NO.	BILLING PERIOD	DAYS	CURRENT	PREVIOUS	CONSTANT	USAGE (CCF)	BTU FACTOR	THERMS
001111111	01/26/19 - 02/26/19	31	2569	2493	1	76	1.0280 =	78
Basic Facilities Charge								10.90
Base - First 21 Therms X 1.07994								22.68
Next 57 Therms X (1.07994 + \$.034550 WNA) - \$1.34								62.19
The Billed WNA Is A Result Of Warmer Than Normal Weather								
Franchise Fee 5.00% Paid To The City Of Charleston								4.79
Total Gas Charges								\$100.56

☒ **Note:** The gas merger credit is subtracted from the total usage charge.

- Only SCE&G natural gas customers who receive the credit will see the bill message below:

In its order approving SCANA Corporation's merger with Dominion Energy, Inc., the Public Service Commission of South Carolina ordered SCE&G to provide an annual credit to natural gas customers in 2019, 2020, and 2021. The annual credit for 2019 has been applied to this month's bill. The annual credits for 2020 and 2021 will be applied to customer bills for the January billing cycle in each of those years.

Continued

# TRAINING BULLETIN



## Merger Update: Credits for Natural Gas Accounts

### PSNC Energy Gas Merger Credit

- PSNC Energy annual gas merger credits are based on 2017 usage.
- **Transaction History** will display with gas merger credit calculation details and comments.
- Gas merger credits will display on the bill as a line item for PSNC accounts.

<b>CURRENT CHARGES</b>								
<b>Gas Charges</b>								
RATE PLAN				METER READING				
101 - Gas- Residential				Gas Meter read on 02/22/19 at 11:05 am				
				(Next scheduled read date 3/22/19)				
METER NO.	BILLING PERIOD	DAYS	CURRENT	PREVIOUS	CONSTANT	USAGE (CCF)	BTU FACTOR	THERMS
000111111	01/20/19-02/21/19	32	443	378	1	65	1.0290 =	67
Basic Facilities Charge								10.00
67 Therms X \$ 1.00362								67.24
Merger Bill Credit Per NCUC Order, Docket No. G-5, Sub 585								-3.95
State Sales Tax at 7.00 %								5.13
<b>Total Gas Charges</b>								<b>\$78.42</b>

# TRAINING BULLETIN



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## SCE&G Ratepayer Bill Insert: Class Action Settlement

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### Overview

A bill insert regarding the class action settlement will be sent to all active SCE&G electric customers beginning with January Cycle 1 bills on 01/08/2019. If an active or final billed SCE&G electric customer was charged costs for the construction of two nuclear plants in Jenkinsville, they may be eligible for a payment from a class action settlement.

The insert provides information about the settlement, and it advises customers of their rights with respect to the proposed settlement. These rights include:

- The right to receive an automatic payment (or, for current SCE&G customers, a bill credit)
- The right to exclude themselves from the settlement
- The right to object to the settlement

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### Information to Provide to Customers

If the customer has any questions about the insert, the settlement, or would like more information, advise the customer to contact the Claims Administrator by:

- Phone 877-432-3808,
- e-mail at [info@scegratepayersettlement.com](mailto:info@scegratepayersettlement.com), or
- via [www.scegratepayersettlement.com](http://www.scegratepayersettlement.com)

The customer may also consult with their own attorney.

- ☒ **Note:** The customer should not call the Judge, Clerk, or Court about this Notice or the settlement. They will not be able to give any advice or answer questions.
-





# TRAINING BULLETIN



## Tax Cuts and Jobs Act (TCJA) Credit

### Overview

In December 2017, the **Tax Cuts and Jobs Act (TCJA)** was signed into law. As part of this law, the corporate income tax rate was reduced from 35% to 21%. Regulated investor-owned utilities are required to pass along savings from these tax cuts to ratepayers. This tax benefit will display as a separate line item on the bill for active SCE&G residential, commercial, and industrial electric customers.

A onetime TCJA credit will also be provided to active, final billed, and write-off electric accounts billed between January 2018 and January 2019.

- ☒ **Note:** TCJA credits were included in gas rates for SCE&G and PSNC Energy gas customers in 2018, therefore, natural gas customers will not see a onetime TCJA credit as a separate line item.

### Effective Date

February Bill Cycle 1

### All Active Electric Customers

- **For February bills only:** Active electric customers who received a bill anytime between January 2018 and January 2019 will receive a onetime **Tax Cuts and Jobs Act** credit.
- Active electric customers will see an ongoing TCJA credit reflected as a **Tax Rider** beginning with February's bill.
- **Transaction History** will display the onetime TCJA calculation details and comments.

### February Bill Example

- **Tax Cuts and Jobs Act** credit for 2018/January 2019 displays in **Current Electric Charges**.
- **Tax Rider** displays as a line item for ongoing TCJA credit.

<b>CURRENT CHARGES</b>						
<b>Electric Charges</b>						
RATE PLAN 008 - Residential Service			METER READING Electric Meter read on 02/26/19 at 02:47 pm (Next scheduled read date 3/27/19)			
METER NO.	BILLING PERIOD	DAYS	CURRENT	PREVIOUS	CONSTANT	KWH
001111111	1/26/19- 2/26/19	31	2535	- 1416	X 1 =	1,119
Basic Facilities Charge						9.00
First 800 kWh X \$ 0.11871						94.97
Next 319 kWh X \$ 0.11399						36.36
Renewable Energy Resources						1.00
<b>Tax Cuts and Jobs Act</b>						<b>-126.07</b>
<b>Tax Rider</b>						<b>-4.34</b>
Franchise Fee 5.00% Paid To The City Of Charleston						.55
<b>Total Electric Charges</b>						<b>\$11.47</b>

- **Franchise Fee** amounts will be lower and could result in a credit due to the TCJA credit impact on electric usage.

**Active customers with 2018/January 2019 usage February Bill Message:**

Your bill for this month reflects a one-time bill credit for savings under the Tax Cuts and Jobs Act from January 2018 to January 2019. On-going tax savings are reflected in your bill.

Continued



# TRAINING BULLETIN



## Tax Cuts and Jobs Act (TCJA) Credit

### Bill Example with Ongoing TCJA Tax Rider Only

Beginning with March bills, the TCJA **Tax Rider** will display as a line item on electric bills going forward.

<b>CURRENT CHARGES</b>						
<b>Electric Charges</b>						
RATE PLAN			METER READING			
008 - Residential Service						
METER NO.	BILLING PERIOD	DAYS	CURRENT	PREVIOUS	CONSTANT	KWH
001111111	2/26/19- 3/27/19	28	3735 -	2535 X	1 =	1,200
Basic Facilities Charge						9.00
First 800 kWh X \$ 0.11871						94.97
Next 400 kWh X \$ 0.11399						45.60
Renewable Energy Resources						1.00
<b>Tax Rider</b>						<b>-4.62</b>
Franchise Fee 5.00% Paid To The City Of Charleston						7.30
<b>Total Electric Charges</b>						<b>\$153.25</b>

### Final Billed and Write-off Electric Accounts

- Final billed and write-off accounts who received a bill anytime between January 2018 and January 2019 will have a onetime TCJA credit applied by the end of March 2019.
  - If the final billed residential customer has ONE active residential account, the credit will apply to their active account
  - If the final billed account has more than one active account, a check will be mailed to the final bill address listed.
    - The credit must be more than \$1.00 to generate an automatic check.
- **Transaction History** will display with TCJA calculation details and comments.
- The credit department will review write-off accounts and determine if credits should be transferred to another account instead of issuing a check.

### Request for a Refund Check

If the credit creates a CIA, a refund may be issued at the customer's request for the CIA amount only. The normal refund process applies for any refund requests.

**(Reminder:** Refunds are issued 14 business days from the date of the last non-cash payment).

✉ **Note:** Remittance Processing does not handle refunds. Refer to "Payment Options/Refunds" in Guidance for additional information.

### Budget Billing

Customers will see no change in their budget billing amount. TCJA credits will be reflected in the Account Balance.

# TRAINING BULLETIN



## Bill Changes and Website Updates

### Overview

Rate reductions related to the Dominion Energy merger are reflected in customer bills beginning with the first billing cycle of February 2019. Customers may inquire about the lower bill, rate changes, and other items on the February bill. Review the summary of the bill changes below and refer customers to the website for additional information.

### Bill Changes

- Basic Facilities Charge is part of the rate and has been reduced accordingly.  
**Examples:**
  - Residential Rate 8 BFC reduced from \$10.00 to \$9.00
  - General Service Rate 9 BFC reduced from \$22.75 to \$19.50
- Cost per kWh has been reduced.
- Onetime **Tax Cuts and Jobs Act (TCJA)** displays as a line item. Credit is for usage between January 2018-January 2019 with a bill message explaining the credit.
- On-going **Tax Rider** displays as a line item (beginning with February 2019 bills).
- H. 4375 Decrement Rider has been removed effective with February bill cycle.
- Natural gas customers will see a bill message regarding the annual bill credit in February 2019, January 2020 and January 2021. In this example, the customer (rate 32S) received a natural gas credit of .95 cents.

Electric Charges							
RATE PLAN 008 - Residential Service				METER READING Electric Meter read on 02/01/19 at 10:08 am (Next scheduled read date 3/4/19)			
METER NO.	BILLING PERIOD	DAYS	CURRENT	PREVIOUS	CONSTANT		KWH
	1/2/19 - 2/1/19	30	46512	45443	X	1	1,069
Basic Facilities Charge							9.00
First 800 kWh X \$ 0.118710							94.97
Next 269 kWh X \$ 0.113990							30.66
Renewable Energy Resources							1.00
Tax Cuts And Jobs Act							-80.63
Tax Rider							-4.17
Franchise Fee 5.00% Paid To The City Of Columbia							2.54
<b>Total Electric Charges</b>							<b>\$53.37</b>
Gas Charges							
RATE PLAN 32S - Res Standard Ser				METER READING Gas Meter read on 02/01/19 at 10:10 am (Next scheduled read date 3/4/19)			
METER NO.	BILLING PERIOD	DAYS	CURRENT	PREVIOUS	CONSTANT	USAGE (CCF)	BTU FACTOR
	01/02/19-02/01/19	30	8852	8740	1	112	1.0260 =
Basic Facilities Charge							10.90
Base - First 115 Therms X (\$ 1.055940 + \$ 0.050460 WNA) - \$ 0.95							126.29
The Billed WNA Is A Result Of Warmer Than Normal Weather							
Franchise Fee 5.00% Paid To The City Of Columbia							6.86
<b>Total Gas Charges</b>							<b>\$144.05</b>

Your bill for this month reflects a one-time bill credit for savings under the Tax Cuts and Jobs Act from January 2018 to January 2019. On-going tax savings are reflected in your bill.

In its order approving SCANA Corporation's merger with Dominion Energy, Inc., the Public Service Commission of South Carolina ordered SCE&G to provide an annual bill credit to natural gas customers in 2019, 2020, and 2021. The annual credit for 2019 has been applied to this month's bill. The annual credits for 2020 and 2021 will be applied to customer bills for the January billing cycle in each of those years.

✉ **NOTE: Compare Bills** snapshot utilizes the new reduced rates in bill comparisons. **Electric Rates** will reflect a bill decrease due to a decrease in the average cost per kWh.

**Electric Rates**

Compared to **January 2019**, the average cost per kWh **decreased** your bill by about **\$19**.

Continued

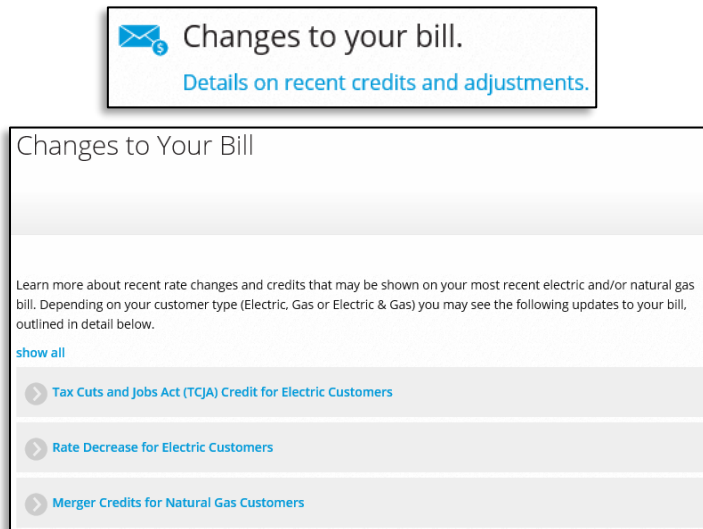
# TRAINING BULLETIN



## Bill Changes and Website Updates

### Website Updates

Customers with an online account may visit the SCE&G website for details on bill credits and adjustments. A link to the bill changes is available on the customer's account summary page.



- Rate sheets have been updated with the new rates effective for bills generated on or after the first Billing Cycle of February 2019. To view rate information, see [sceg.com/rates](http://sceg.com/rates).

### Reminders

- On January 1, 2019, the merger was completed between SCANA and Dominion Energy.
- The Public Service Commission of South Carolina approved Plan B Levelized (Plan B-L), which consists of a reduction in SCE&G's electric bills by approximately 15% in 2019 compared to January 2018, instead of cash payments.
- Rates will remain effective until the next base rate case is approved. At this time, we don't anticipate a base rate review before 2021.
- The new bill reduction replaces the temporary rate reduction (H. 4375 Decrement Rider) ordered by the Public Service Commission in Summer 2018.
- With the approved rates, customers will receive the benefits of a lower cost per kWh and a reduction in the basic facilities charge.

☒ **NOTE:** Refer to the Training Bulletins, "Merger Update: Credits for Natural Gas Accounts" and "Tax Cuts and Jobs Act (TCJA) Credit" and the Guidance topic "Dominion Energy Merger FAQs" for more information.

# Dominion Energy - SCANA Merger Updates





# PSC Final Order Issued December 21st

- ✓ ***In progress:*** Dominion Energy & SCANA currently reviewing the PSC's final written order.
- ✓ Merger close date still to be determined.
- ✓ Review the Dec 14<sup>th</sup> "**Dominion Energy-SCANA Merger Update: South Carolina PSC Ruling**" training bulletin.
- ✓ Additional talking points, FAQs, and billing information will be available in the upcoming weeks.





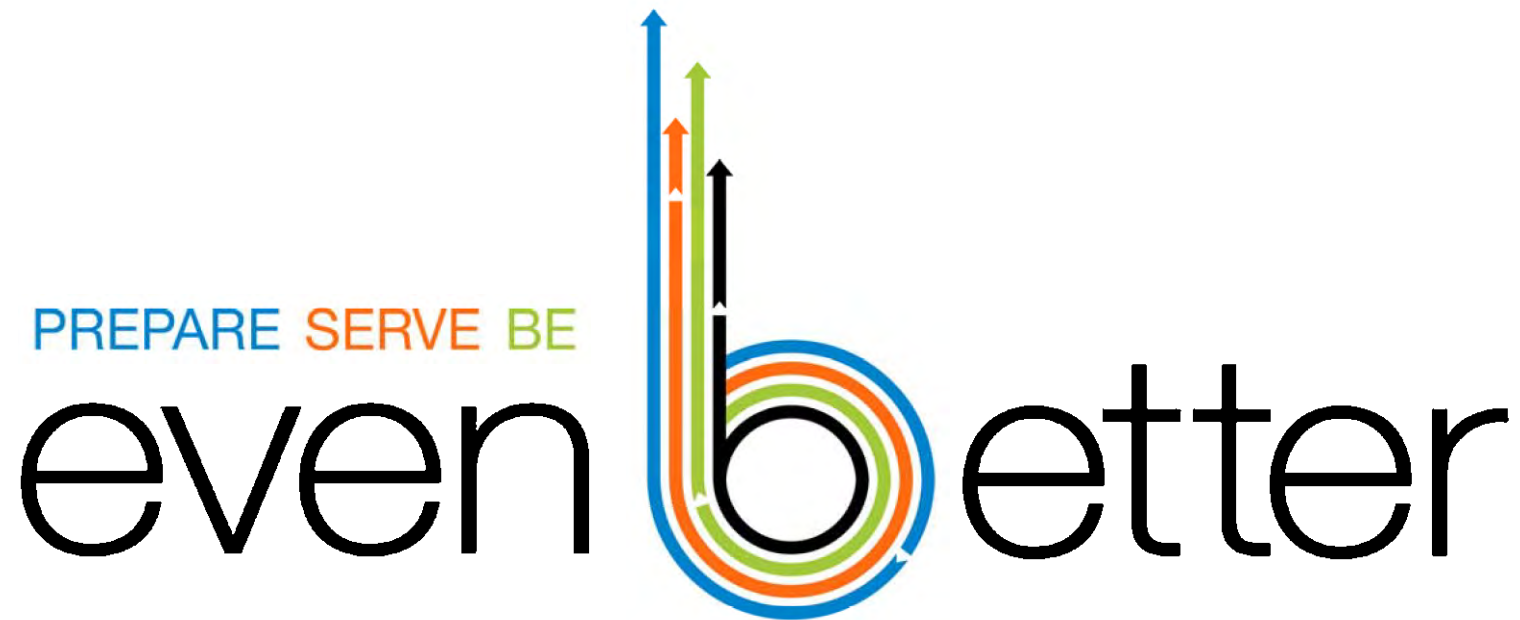
# Additional Merger Call Responses

**“That is yet to be determined”**

**or**

**“We don’t have any additional  
information yet”**






# Dominion Energy - SCANA Merger Updates



# Dominion Energy-SCANA Merger Completed

- 
- ✓ Review the “**Dominion Energy-SCANA Merger Completed**” training bulletin in Verint.
  - ✓ Review the “**Dominion Energy-SCANA Merger FAQ**” training bulletin in Verint.
  - ✓ Additional talking points and billing information will be available in the upcoming weeks.




# Additional Merger Call Responses

**“That is yet to be determined”**

**or**

**“We don’t have any additional  
information yet”**



PREPARE SERVE BE  
even  etter



# Dominion Energy - SCANA Merger Updates



# Getting merger calls?



- ✓ Review the “**Dominion Energy-SCANA Merger Update: South Carolina PSC Ruling**” training bulletin.
- ✓ Refer customers to the **Dominion Merger link** on **SCEG.com** home page.
- ✓ **Refrain from offering personal opinions, discussing media coverage, or providing incorrect or unapproved information.**



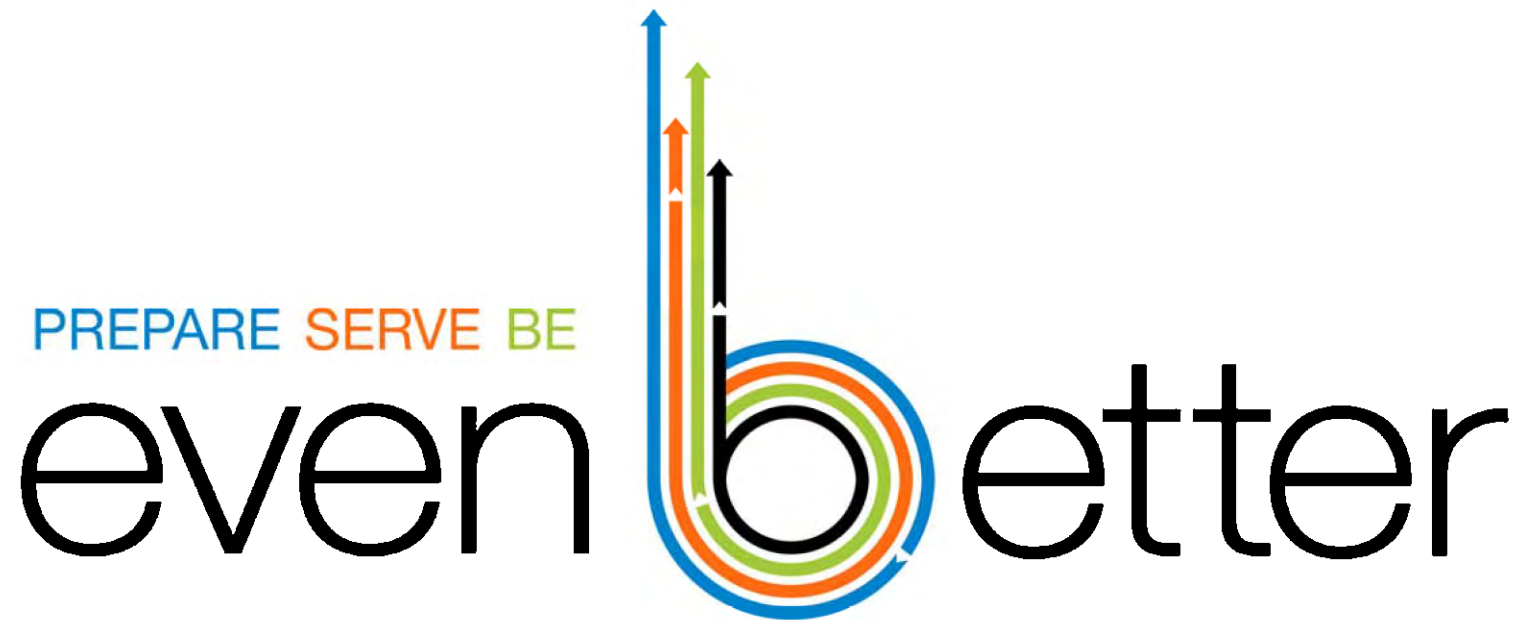
# Additional Merger Call Responses

**“That is yet to be determined”**

**or**

**“We don’t have any additional  
information yet”**





## Dominion Energy-SCANA Merger: Frequently Asked Questions

- 1. Does Dominion still plan to provide customer cash payments (\$1,000 for the average SCE&G residential electric customer)?**
  - Dominion Energy will provide customers significantly reduced bills instead of the \$1,000 cash back check proposal. This decision was made based on support for lower bills throughout the year rather than the upfront cash back originally proposed.
  - Overall, bills for electric customers have been significantly reduced (by approximately 15% in 2019 compared to January 2018) which will provide ongoing savings over the long term.
- 2. What about customers who moved away after paying toward the nuclear plants?**
  - The 15% bill reduction is for active SCE&G electric customers.
  - Apart from customer benefits plan approved by the Public Service Commission of South Carolina, former SCE&G customers may receive proceeds from the class action lawsuit settlement. If the settlement is approved by the court, current and former SCE&G electric customers will receive additional information from the court appointed administrator.
- 3. What will happen to the H. 4375 Decrement Rider?**
  - The temporary rate decrease of approximately 15% ordered by the Public Service Commission in summer of 2018 will expire once the new bill reduction takes effect in the billing cycle of February 2019.
  - New rates will also display on rate sheets filed with the Public Service Commission.
- 4. Can customers choose to get the cash payment instead of the bill reduction?**
  - Customers will not be able to choose to get the cash payment instead of the bill reduction.
  - The plan which was favored and chosen will result in customers benefiting from lower bills on an ongoing basis.
- 5. Will SCE&G and PSNC Energy natural gas customers receive a cash payment or benefit from the merger?**
  - As an additional benefit of the merger, all active SCE&G and PSNC Energy natural gas customers will receive a bill credit in February 2019, January 2020, and January 2021.
  - Dominion Energy will provide bill credits of \$3.75 million to PSNC Energy's customers and bill credits of \$2.45 million to SCE&G natural gas customers spread out over three years.
    - **NOTE: See Training Bulletin dated 1/30/19 "Merger Update: Credits for Natural Gas Accounts" for more information.**

## Dominion Energy-SCANA Merger: Frequently Asked Questions

**6. Is the company name changing?**

- Yes, a company name change will be occurring over time for both SCE&G and PSNC Energy, and you will see a transition to Dominion Energy.
- Our name will change, but customers will continue to receive the same great customer service they are accustomed to.
- Over time, customers may notice changes to our vehicles, uniforms and signage as we become Dominion Energy.
- This transition should be seamless to our customers.

**7. Is the website changing?**

- Customers will continue to use the SCE&G and PSNC Energy websites
- For several more months, customers can continue to pay their bills, get service, etc. at the same web addresses: [www.sceg.com](http://www.sceg.com) and [www.psncenergy.com](http://www.psncenergy.com).
- Over time, customers may notice changes to each website and web address.
- Refer customers to the Dominion Merger link on SCEG.com or PSNC Energy home page for additional information.

**8. Will customers still be able to make a payment arrangement?**

- Yes. Continue to offer available payment arrangements to customers who are eligible for an arrangement.

**9. Is Budget Billing changing?**

- No. Customers will see no change at this time on their bills, and Budget Billing cycles will be unaffected by the merger.

**10. Will customers still have the same options for making a payment?**

- Customers can still pay their bills at current SCE&G local business offices and authorized payment agencies for SCE&G and PSNC.
- Online bill payment options continue to be available.
- Customer will see no changes to Automatic Payment options.

**11. Are any SCE&G business offices re-opening?**

- There are no plans to reopen any closed SCE&G business offices.



## Dominion Energy-SCANA Merger: Frequently Asked Questions

### 12. Will assistance still be available to low-income customers?

- Dominion Energy has no plans to discontinue SCE&G's existing customer assistance programs.
- Programs such as Project Share, Low-Income Home Energy Assistance (LIHEAP), and SCE&G's White Cross program continue to be available to provide bill assistance to qualifying military veterans, senior citizens, medically vulnerable and people with disabilities in need of help paying their electric and gas bill.
- Dominion Energy has also committed to increasing charitable contributions for both SCE&G and PSNC Energy.

### 13. Will the merger affect Lake Murray?

- Nothing is changing in the management of Lake Murray.
- Dominion Energy has no plans to sell land around the lake, and like all utilities, has a responsibility to manage all of its assets prudently and in the best interest of its customers.

### 14. Where can a customer go for additional information?

- Additional company specific FAQ's are available at [sceg.com](http://sceg.com) and [psncenergy.com](http://psncenergy.com), as well as [DominionEnergy.com/BecomingDominionEnergy](http://DominionEnergy.com/BecomingDominionEnergy).

## FAQs added after 01/02/2019

### 15. How long will new rates be effective?

- Rates will remain effective until the next base rate case is approved. At this time, we don't anticipate a base rate review before 2021.

### 16. What if a customer is interested in more information about the Class Action Settlement?

- If the customer has any questions about the bill insert, the settlement, or would like more information, advise the customer to contact the Claims Administrator by:
  - Phone 877-432-3808,
  - e-mail at [info@scegratepayerssettlement.com](mailto:info@scegratepayerssettlement.com), or
  - via [www.scegratepayerssettlement.com](http://www.scegratepayerssettlement.com)

The customer may also consult with their own attorney.

- ☒ **Note:** The customer should not call the Judge, Clerk, or Court about this Notice or the settlement. They will not be able to give any advice or answer questions.



# TRAINING BULLETIN



## Dominion Energy-SCANA Merger: Frequently Asked Questions

**Does Dominion still plan to provide customer cash payments (\$1,000 for the average SCE&G residential electric customer)?**

- Dominion Energy will provide customers significantly reduced bills instead of the \$1,000 cash back check proposal. This decision was made based on support for lower bills throughout the year rather than the upfront cash back originally proposed.
- Overall, bills for electric customers have been significantly reduced (by approximately 15% in 2019 compared to January 2018) which will provide ongoing savings over the long term.

**What about customers who moved away after paying toward the nuclear plants?**

- The 15% bill reduction is for active SCE&G electric customers.
- Apart from customer benefits plan approved by the Public Service Commission of South Carolina, former SCE&G customers may receive proceeds from the class action lawsuit settlement. If the settlement is approved by the court, current and former SCE&G electric customers will receive additional information from the court appointed administrator.

**What will happen to the H. 4375 Decrement Rider?**

- The temporary rate decrease of approximately 15% ordered by the Public Service Commission in summer of 2018 will expire once the new bill reduction takes effect in the billing cycle of February 2019.
- New rates will also display on rate sheets filed with the Public Service Commission.

**Can customers choose to get the cash payment instead of the bill reduction?**

- Customers will not be able to choose to get the cash payment instead of the bill reduction.
- The plan which was favored and chosen will result in customers benefiting from lower bills on an ongoing basis.

**Will SCE&G and PSNC Energy natural gas customers receive a cash payment or benefit from the merger?**

- As an additional benefit of the merger, all active SCE&G and PSNC Energy natural gas customers will receive a bill credit in February 2019, January 2020, and January 2021.
- Dominion Energy will provide bill credits of \$3.75 million to PSNC Energy's customers and bill credits of \$2.45 million to SCE&G natural gas customers spread out over three years.

✉ **Note:** The bill credit calculations are still being finalized for both companies.

Continued

# TRAINING BULLETIN



## Dominion Energy-SCANA Merger: Frequently Asked Questions

### Is the company name changing?

- Yes, a company name change will be occurring over time for both SCE&G and PSNC Energy, and you will see a transition to Dominion Energy.
- Our name will change, but customers will continue to receive the same great customer service they are accustomed to.
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- Customers will continue to use the SCE&G and PSNC Energy websites
- For several more months, customers can continue to pay their bills, get service, etc. at the same web addresses: [www.sceg.com](http://www.sceg.com) and [www.psnenergy.com](http://www.psnenergy.com).
- Over time, customers may notice changes to each website and web address.
- Refer customers to the Dominion Merger link on SCEG.com or PSNC Energy home page for additional information.

### Will customers still be able to make a payment arrangement?

- Yes. Continue to offer available payment arrangements to customers who are eligible for an arrangement.

### Is Budget Billing changing?

- No. Customers will see no change at this time on their bills, and Budget Billing cycles will be unaffected by the merger.

### Will customers still have the same options for making a payment?

- Customers can still pay their bills at current SCE&G local business offices and authorized payment agencies for SCE&G and PSNC.
- Online bill payment options continue to be available.
- Customer will see no changes to Automatic Payment options.

Continued

# TRAINING BULLETIN



## Dominion Energy-SCANA Merger: Frequently Asked Questions

**Are any SCE&G business offices re-opening?**

- There are no plans to reopen any closed SCE&G business offices.

**Will assistance still be available to low-income customers?**

- Dominion Energy has no plans to discontinue SCE&G's existing customer assistance programs.
- Programs such as Project Share, Low-Income Home Energy Assistance (LIHEAP), and SCE&G's White Cross program continue to be available to provide bill assistance to qualifying military veterans, senior citizens, medically vulnerable and people with disabilities in need of help paying their electric and gas bill.
- Dominion Energy has also committed to increasing charitable contributions for both SCE&G and PSNC Energy.

**Will the merger affect Lake Murray?**

- Nothing is changing in the management of Lake Murray.
- Dominion Energy has no plans to sell land around the lake, and like all utilities, has a responsibility to manage all of its assets prudently and in the best interest of its customers.

**Where can a customer go for additional information?**

- Additional company specific FAQ's are available at [sceg.com](http://sceg.com) and [psncenergy.com](http://psncenergy.com), as well as [DominionEnergy.com/BecomingDominionEnergy](http://DominionEnergy.com/BecomingDominionEnergy).

# TRAINING BULLETIN



## Dominion Energy-SCANA Merger Updates

### Overview

The Public Service Commission (PSC) is reviewing multiple plans regarding the Dominion Energy-SCANA merger. **Not all proposed plans include a cash refund.** Continue to refer customers to the **Dominion Merger** link on SCEG.com home page for additional information.

It is important to **ONLY** communicate information from **approved** sources such as Corporate Communications, Customer Service Training, etc. If customers ask for details, appropriate answers may include "That is yet to be determined" or "We don't have any additional information yet". **DO NOT offer personal opinions, discuss media coverage, or provide unapproved information to customers.**

### Plans Under Review by PSC

Dominion Energy presented three proposals to the PSC to consider. These plans evolved based on feedback from the PSC, ORS, and other parties during the merger hearings. The plans are only proposals and have **NOT** been approved.

- **Plan A** originally proposed by Dominion includes:
  - Reduction in customer bills by approximately 7%.
  - Refund check (about \$1000 for the average residential customer)
- **Plan B Alternative** includes:
  - Reduction in customer bills by approximately 14%, instead of cash refunds.
- **Plan B Levelized (Plan B-L)** includes:
  - Reduction in customer bills by approximately 15%, instead of cash refunds.

The Commission is expected to provide a decision regarding the proposed merger on Friday, December 14, 2018. The decision will address major topics of interest including:

- Is the Dominion Energy-SCANA merger approved?
- Which plan was selected?
- When do these changes take effect?

Additional details will be communicated in the PSC's Final Order, which will be issued on/by December 21, 2018.

Continued

# TRAINING BULLETIN



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## Dominion Energy-SCANA Merger Updates

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<b>Class Action Law Settlement</b>	A judge has ruled in favor of the Class Action settlement related to V.C. Summer nuclear costs; however, it is contingent on the approval of the merger by the Commission. Upon its complete approval, a court appointed administrator will be named to handle the settlement, and action will be taken as needed to inform customers of the settlement and participation requirements.
<b>Post-Merger Communications</b>	Additional talking points, FAQs, updated billing and website information, and more will be communicated as finalized merger details become available in the weeks ahead. It is critical to review the merger communications from Corporate, Training and other internal resources as soon as possible to better assist customers during the merger transition.

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# TRAINING BULLETIN



## Dominion Energy-SCANA Merger Completed

### Overview

On January 1, 2019, the merger was completed between SCANA and Dominion Energy.

Dominion Energy will begin implementing a program to educate SCE&G customers about the benefits and implementation of the merger plan approved by the Commission through an outreach and education campaign. A strong focus of the program will be on lower bills for SCE&G electric customers, continued excellence in customer service, and a secure energy future for all customers.

- ☒ **Note:** Customers who have an email address on their accounts will receive an email announcing the merger on or around Wednesday, January 2, 2019. It will include FAQs and a video from Dominion Energy CEO, Tom Farrell.

### Plan B Levelized (Plan B-L) Approved

- The South Carolina Public Service Commission approved Plan B Levelized (Plan B-L), which consists of a reduction in SCE&G's electric bills by approximately 15% in 2019 compared to January 2018, **instead of cash payments**.
- For the typical electric residential customer, the monthly bill will drop to approximately \$125 in early 2019, compared to approximately \$147 in early 2018.
  - ☒ **Note:** The new bill reduction will replace the temporary rate reduction (H. 4375 Decrement Rider) ordered by the Public Service Commission in summer 2018.
- Commercial and industrial electric customers will experience a roughly similar percentage bill reduction.
- A customer may see a higher or lower percentage or dollar savings depending on the customer's rate schedule and usage.

### Plan Benefits

- Plan B Levelized will take SCE&G's rates to levels near or below regional averages, and well below the national average.
- Overall, Plan B-Levelized means approximately \$4.5 billion to customer bill relief.
- Dominion Energy fully supports the plan approved by the Commission. The approved plan provides refunds such that typical SCE&G residential electric customers will continue to receive savings on their electric bills.
- The contributions to bill relief will continue for the next twenty years.

Continued



# TRAINING BULLETIN



## Dominion Energy-SCANA Merger Completed

<b>Plan Eligibility</b>	All active electric customers are eligible for the 15% bill reductions in 2019 compared to January 2018.
<b>New Rates-Effective Date</b>	Plan B Levelized bill reductions will be reflected for bills generated on and after the billing cycle of February 2019.
<b>Benefits for Natural Gas Customers</b>	<ul style="list-style-type: none"> <li>As an additional benefit of the merger, all active SCE&amp;G and PSNC Energy natural gas customers will receive a bill credit in February 2019, January 2020, and January 2021.</li> <li>Dominion Energy will provide bill credits of \$3.75 million to PSNC Energy's customers and bill credits of \$2.45 million to SCE&amp;G natural gas customers over three years.</li> </ul> <p>☒ <b>Note:</b> The bill credit calculations are still being finalized for both companies.</p>
<b>Additional Information</b>	<ul style="list-style-type: none"> <li>Refer customers to the SCE&amp;G or PSNC Energy website for more company specific FAQs and additional merger information.</li> <li>Review the <b>Dominion Energy/SCANA Merger Frequently Asked Questions</b> training bulletin dated 01/02/2019 for more information.</li> <li>Continue to use the current escalation process.</li> <li>Continue to follow the current core and after-hours processes.</li> </ul>

# DOMINION ENERGY AND SCANA MERGER FACT SHEET



Dominion Energy has merged with SCANA. We are pleased to become one of South Carolina's largest energy providers, bringing stability and lower bills, along with enhanced community contributions. Dominion Energy is already a corporate citizen in South Carolina as the owner of Dominion Energy Carolina Gas Transmission (located in 32 counties) and the owner of the largest solar project in the state. Learn more about Dominion Energy and what this deal means for customers at [DominionEnergy.com/BecomingDominionEnergy](http://DominionEnergy.com/BecomingDominionEnergy).

## SCE&G CUSTOMER BENEFITS



Electric bills have been reduced by approximately **15 percent** in 2019 compared to January 2018.



The decrease in electric rates will result in customer bills that are **lower than the short-term rates** implemented by the South Carolina General Assembly.



Electric customer rates have gone from among the highest in the region to levels near or below regional averages, and **below the national average**.



Overall, the approved plan commits approximately **\$4.5 billion** to customer bill relief.



Natural gas customers will receive **\$2.45 million in total bill credits** over three years, to be distributed annually.

## SCE&G EMPLOYEE BENEFITS



SCE&G headquarters will remain in Cayce and the president of SCE&G will be a **South Carolina resident**.



Dominion Energy will offer **employee compensation protection** for non-executive SCANA employees until at least July 1, 2020.



Dominion Energy will make every effort to achieve any job reductions through **voluntary severance programs** and will give employees of SCANA and its subsidiaries fair consideration for **other opportunities within the larger Dominion Energy organization**, both inside and outside South Carolina.

## WHAT TO EXPECT IN 2019

**Bill Relief:** SCE&G electric customers will continue to experience savings on their electric bills.

**Tax Benefits:** The benefit of the federal tax reform will be passed on to electric customers. This will include a one-time credit that electric customers will receive in 2019.

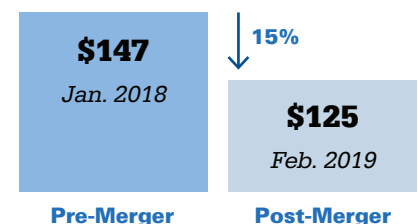
**One-time Settlement:** Apart from customer benefits plan approved by the Public Service Commission of South Carolina, SCE&G customers should anticipate receiving an additional \$115 million, plus the value of certain real estate assets, as part of the rate payer litigation settlement once approved by the court.

## COMMUNITY BENEFITS



Dominion Energy has committed to increasing SCANA's philanthropic and community contributions by **\$1 million per year** for at least five years following the close of the merger.

## COMPARISON OF ESTIMATED TYPICAL RESIDENTIAL ELECTRIC BILLS\*



## WHAT ABOUT CASH PAYMENTS?

Dominion Energy's initial proposal included up-front refunds of approximately \$1,000 for the typical residential customer and a more modest bill reduction of approximately 7 percent. However, there was significant support for long-term bill relief of 15 percent and the cash payments were eliminated. Importantly, the new plan provides equal value to customers over time.

\* Indicates monthly bill amounts

# DOMINION ENERGY AND SCANA MERGER FACT SHEET



## A NEW DAY

Nearly 7.5 million customers and operations in 18 states rely on Dominion Energy to deliver clean natural gas and affordable electricity to their homes and businesses. And now we're proud to bring that same dependability to new communities in North Carolina, South Carolina and Georgia.

# 21,000 EMPLOYEES

IN THE 18 STATES WHERE  
DOMINION ENERGY OPERATES

## OUR FOOTPRINT

Dominion Energy began as a canal navigation company in Virginia. We found our niche as an electric power company in 1909, and – through mergers, expansion and growth – now own and operate energy infrastructure in some of the fastest-growing regions in the nation.



### Power Generation

This operating segment consists of a power generation fleet fueled by nuclear, coal, natural gas, oil, biomass, fuel cells, water, wind and the sun. It provides electricity to utility customers and wholesale power markets, and under long-term contracts with other utilities and municipalities.



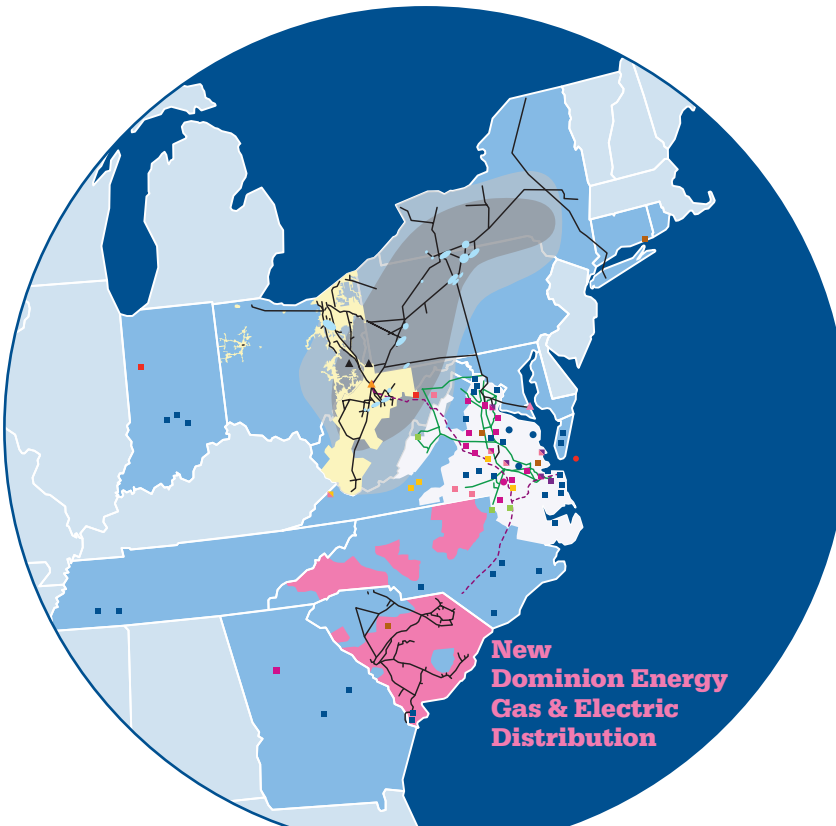
### Power Delivery

This operating segment consists of 93,600 miles of electric transmission and distribution lines, and serves about 3.3 million electric utility customer accounts in North Carolina, South Carolina and Virginia.

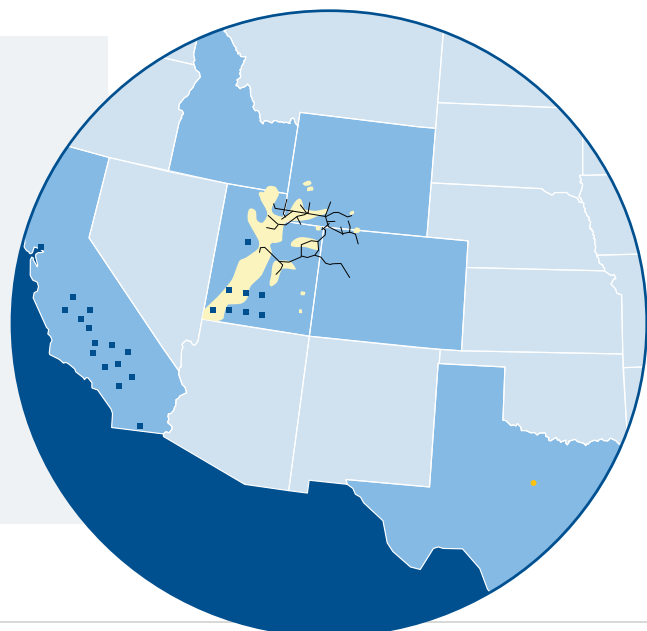


### Gas Infrastructure

This operating segment has assets in the Appalachian Basin, the mid-Atlantic, the Southeast and the western Rockies. It has gathering, processing, fractionation, storage, transmission, distribution and liquefied natural gas facilities.



- New Dominion Energy Gas & Electric Distribution
- Electric Distribution
- Electric Transmission Lines (Bulk Delivery)
- Gas Transmission Pipelines
- - - Proposed Atlantic Coast Pipeline
- ▲ Blue Racer Facilities
- ▲ Cove Point LNG Facility
- ▲ Hastings Facility
- Utica Shale Boundary
- Marcellus Shale Boundary
- Natural Gas Underground Storage Pools
- Regulated Gas Distribution
- Biomass
- Coal
- Hydro
- Natural Gas
- Planned Natural Gas Facility
- Nuclear
- Oil/Gas
- Solar
- Proposed Solar Facility
- Wind
- Proposed Offshore Wind
- Electric and Gas Service/Base Privatization



# TRAINING BULLETIN



## Dominion Energy-SCANA Merger Update: South Carolina PSC Ruling

### Overview

On December 14, 2018, the Public Service Commission of South Carolina ruled on SCE&G and Dominion Energy's merger application. The Commission will issue its final order by December 21, 2018, which will explain the full details of its decision. While the Commission's ruling reflects approval of the merger and an associated rate relief plan, the closing of the merger is contingent upon the Commission's final order and the satisfaction or waiver of various closing conditions. When issued, Dominion Energy and SCANA will review the Commission's order and determine whether the closing of the merger may proceed.

It is important to ONLY communicate information from approved sources such as Corporate Communications, Customer Service Training, etc. If customers ask for details, appropriate answers may include "That is yet to be determined" or "We don't have any additional information yet". **DO NOT offer personal opinions, discuss media coverage, or provide unapproved information to customers.**

### What We Know Now

- Dominion Energy-SCANA merger has been approved by the Commission, subject to the issuance of its final order.
- By December 21, 2018, the Commission will issue its final order at which time SCANA and Dominion Energy will review the order to determine whether they can proceed with the closing of the merger.

#### If the merger closes:

- Plan B Levelized (Plan B-L), as adopted by the PSC, will be implemented.
  - Reduction in SCE&G's electric bills by approximately 15% compared to January 2018, **instead of cash refunds.**
- Effective date for new electric rates will be communicated with the final order.
  - The H. 4375 Decrement Rider will expire and no longer display on bills once the new rate becomes effective.
- As an additional benefit of the merger, all active SCE&G and PSNC Energy natural gas accounts will receive a bill credit in February 2019, January 2020, and January 2021.
  - More details will be communicated with the final order.

### Why No Refund?

**Suggested Explanation:** Based on feedback received during the hearings, Plan B-L was provided by SCE&G and Dominion Energy to provide further rate reductions than previously offered. In order to provide further rate reductions, a refund could no longer be offered. With Plan B-L, customers benefit from a larger rate reduction over a longer period of time.

Continued

# TRAINING BULLETIN




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## Dominion Energy-SCANA Merger Update: South Carolina PSC Ruling

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<b>Merger Communications</b>	<p>At this time, there are no changes in how customers do business with us or to our credit and service request processes. Additional talking points, FAQs, updated billing and website information, and more will be communicated as finalized merger details become available in the weeks ahead. Refer customers to the Dominion Merger link on SCEG.com home page for additional information.</p>
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**SOUTH CAROLINA ELECTRIC & GAS COMPANY AND  
DOMINION ENERGY, INC.  
OFFICE OF REGULATORY STAFF'S  
CONTINUING AUDIT INFORMATION REQUEST  
FOR RECORDS AND INFORMATION  
DOCKET NOS. 2017-207-E, 2017-305-E and 2017-370-E**

**REQUEST 3:**

Please provide the number of customer contacts received by the Company related to the following topics: merger, merger benefits, and \$1,000 cash refund/rebate. Provide the total number of customer contacts by month and topic.

**RESPONSE 3:**

**Customer Contacts by Phone**

Total SCE&G Call Volume (Cust Service rep calls only/ excludes calls handled by Interactive Voice Response system) (1/1/2019 – 1/31/2019): 135,893

Dominion Merger Related Calls: 2,490

Refund (\$1000 cash back) Specific Dominion Merger Related Calls: 439 (of the 2,490 calls)

Refund/ \$1000 cash back calls were approximately 0.32% of total calls taken (439/ 135,893) by SCE&G's customer reps in January 2019. 17% of SCE&G's Dominion Merger related calls (439/2,490) specifically noted the cash back/ refund.

**Customer Contacts by Email**

Total SCE&G Email Volume (1/1/2019 – 2/8/2019): 3,789

Dominion Merger Related Emails: 71

Refund (\$1000 cash back) Specific Dominion Merger Related Emails: 63 (of the 71 emails)

Refund/ \$1000 cash back emails were approximately 1.66% of total emails received (63/3,789).

**Person Responsible: Sam Dozier**



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**REQUEST 4:**

Provide the total amount of cost incurred by the Company from December 1, 2018 through February 1, 2019 to design and implement the Customer Education Program.

**RESPONSE 4:**

Dominion Energy's total cost incurred from December 1, 2018, through February 1, 2019, to design and implement the Customer Education plan was \$2,205,568.90. This includes TV, print, digital, and social media advertising.

**Persons Responsible: Hunter Applewhite and Lynn Chaffin**

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**REQUEST 5:**

Please provide the total amount of cost incurred by the Company from December 1, 2018 through February 1, 2019 for lobbying activities related to the merger and Customer Education Program.

**RESPONSE 5:**

The Company did not engage in any lobbying concerning the merger or the Customer Education Program from December 1, 2018, through February 1, 2019. Accordingly, the Company has not incurred any costs from December 1, 2018, through February 1, 2019, for lobbying activities related to the merger or the Customer Education Program. The total amount of lobbying expenses that the Company incurred for the reporting period June 1, 2018, through December 31, 2018, may be accessed by visiting the website of the South Carolina Ethics Commission at <https://ethics.sc.gov/>.

**Person Responsible: Jonathan Yarborough**

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**REQUEST 6:**

Please identify and provide an explanation for any modifications the Company has or will make to the Customer Education Program. Please provide the specific change and reason for the modifications.

**RESPONSE 6:**

There are no changes to the Customer Education Program. SCE&G and Dominion Energy are continuing to execute the Customer Education Program on file with the Commission; in response to feedback from the Commission, members of the General Assembly, and the public, advertising is now more directly focusing on why customers are receiving long-term bill relief in lieu of a \$1,000 cash payment from Dominion Energy.

**Person Responsible: Kristen Beckham**

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**REQUEST 7:**

Please provide and explain the performance metrics the Company is using to assess the efficacy of its Customer Education Plan.

**RESPONSE 7:**

The Company assesses the efficacy of its Customer Education Plan by relying upon industry standard Key Performance Indicators (KPIs) to judge the campaign performance. These KPIs can include impressions, click-thru-rate, engagement rate, sentiment, as well as website landing page performance indicators like time-on-page and bounce rate. Additionally, the Company relies upon indirect and direct feedback from its stakeholders, such as its customers, policymakers, and community leaders, to assess the efficacy of its Customer Education Plan.

**Persons Responsible: Ryan Frazier - Media, Paul Shanks - Digital and metrics, Lora Spiller - Advertising, Kristen Beckham - external affairs and outreach, Joanna Greene and Tracie Keeshan - Customer outreach/billing**

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**REQUEST 8:**

Please provide and explain the performance metrics the Company is using to assess the public perception of the Company's Customer Education Plan.

**RESPONSE 8:**

The performance metrics used by the Company to assess the public perception of the Company's Customer Education Plan are listed below.

Customer Education Plan Digital Metrics overall

- **1,921,284** Impressions Delivered
- **74,231** Clicks on Ads
- **12,502** Website Sessions

Facebook Campaign Results

- **1,764,124** Impressions Delivered
- **70,857** Clicks on Ads
- **12,693** Link Clicks
- **4,388** Reactions, Comments & Shares

AdWords Search Campaign Results

- **46,529** Impressions Delivered
- **2,945** Clicks on Ads
- **6.33%** Click-Through-Rate
- **1.4** Average Ad Position

**Person Responsible: Paul Shanks**

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**REQUEST 9:**

Please provide and explain the goals of the marketing approach used by Dominion in the pre-merger \$1,000 cash refund/rebate advertisement campaign. Specifically, identify the goals, risks and mitigation efforts related to the marketing approach.

**RESPONSE 9:**

With respect to the pre-merger \$1,000 cash refund/rebate advertising campaign, Dominion Energy's goal was to inform SCE&G's customers of the positive impact that Dominion Energy could provide if Plan A of the merger was approved. Additionally, as part of the marketing campaign, Dominion Energy educated the public about its philanthropic support, community engagement, economic development initiatives and awareness about the Company's existing footprint in South Carolina and nationwide. The risk with promoting the \$1,000 cash payment component of Plan A was that customers would assume they would receive \$1,000 regardless of usage. To mitigate this risk, the Company explicitly communicated through its advertisements and public engagements that the cash payment would be determined by usage.

**Person Responsible: Kristen Beckham**

**SOUTH CAROLINA ELECTRIC & GAS COMPANY AND  
DOMINION ENERGY, INC.  
OFFICE OF REGULATORY STAFF'S  
CONTINUING AUDIT INFORMATION REQUEST  
FOR RECORDS AND INFORMATION  
DOCKET NOS. 2017-207-E, 2017-305-E and 2017-370-E**

**REQUEST 10:**

Please provide a detailed explanation of the marketing initiative the Company identified was required in the event the Customer Benefit Plan, as proposed in by the Joint Applicants, was not approved by the Commission.

**RESPONSE 10:**

If a Dominion Energy proposed Customer Benefit Plan had not been approved by the Commission, Dominion Energy would not have closed the merger and consequently no Dominion Energy marketing initiative would have been required.

**Person Responsible: Kristen Beckham**



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**REQUEST 11:**

Please provide a detailed explanation as to why the Company did not include reference to the \$1,000 cash refund/rebate in its TV marketing campaign post-merger.

**RESPONSE 11:**

On January 2, 2019, the Company filed a copy of its Customer Education Program with the Public Service Commission of South Carolina. The first phase of advertising was to re-introduce the Company in a branding campaign.

The second phase will now address the details of the plan and the benefits to customers, including explaining the choice for lower bills over the cash payment.

**Person Responsible: Hunter Applewhite and Lora Spiller**

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**REQUEST 12:**

Please identify if the Company is required to adhere to the Federal Trade Commission Truth-in-Advertising or other state jurisdictional advertising rules and how the pre-merger marketing campaign of the \$1,000 cash refund/rebate satisfied those standards.

**RESPONSE 12:**

The Company is subject to federal law (Section 5 of the Federal Trade Commission Act (FTCA) (15 U.S.C. Section 45)) as well as the laws of each state in which it advertised the “pre-merger marketing campaign of the \$1,000 cash refund/rebate” (South Carolina, North Carolina and Georgia). The “pre-merger marketing campaign of the \$1,000 cash refund/rebate” satisfied these standards because it was truthful, not misleading, and not deceptive. Had the \$1,000 cash payment option been the chosen option, Dominion Energy remained ready to implement it.

**Person Responsible: Legal Department**

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**REQUEST 13:**

Please identify if the Company is subject to specific marketing rules or regulations in other state jurisdictions. Please provide the rule, regulation and/or Commission order.

**RESPONSE 13:**

Please see the Company's Response Number 12. For South Carolina, please see the South Carolina Unfair Trade Practice Act, S.C. Code Ann. § 39-5-10, *et seq.* For North Carolina, please see the North Carolina Unfair & Deceptive Trade Practices Act, N.C. Gen. Statute Section 75-1.1, *et seq.* For Georgia, please see the Georgia Fair Business Practices Act, O.C.G.A. Section 10-1-390, *et seq.*

Please be advised that Dominion Energy conducts business in other states, but it did not engage in any "pre-merger market campaign of the \$1,000 cash refund/rebate" in any state other than South Carolina, North Carolina, and Georgia.

**Person Responsible: Legal Department**

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**REQUEST 14:**

Please explain the Company's perspective/position on what level of social responsibility the Company, as a regulated public utility, may have in its marketing initiatives.

**RESPONSE 14:**

Dominion Energy, Inc. ("Dominion Energy") strives to have a positive impact on the communities that it serves and in that vein takes seriously its responsibilities to a wide range of stakeholders which includes, among others, Dominion Energy's customers. Our customers expect transparency in the communications they receive from us and to that end, Dominion Energy is devoted to communicating openly and honestly with its customers. With respect to its marketing initiatives, Dominion Energy strives to ensure that all the messaging delivered to its customers is accurate, truthful and understandable. Dominion Energy recognizes that communicating with its customers in this manner is a key to preserving the Company's value and credibility.

**Person Responsible: Thomas Wohlfarth**